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With a Fight, **EC** Approves Modest Curbs To Workweek

But British Opposition To 48-Hour Limit Bodes III for the 4-Day System

By Tom Buerkle nal Herald Tribune

BRUSSELS - At a time when many Europeans argue that a four-day workweek could solve their unemployment crisis, the prospects for actually agreeing on such a step appear dim in the wake of a bitter debate over a far more modest limit of 48 hours on the working week. European Community social affairs minis-ters formally adopted a directive on Tnesday that would impose a 48-hour limit, including overtime. It would also require breaks every six hours and a minimum daily rest of at least 11 straight hours, and four weeks of paid vacation. The move ratified a political agreement among ministers to accept the limit several months ago. But Britain, which has long opposed the effort as an infringement on national prerogative and workers' right to work, yowed to challenge the move in court.

Britain also blocked an attempt to institute EC-wide parental leave of three months after the birth of a baby, for mothers and fathers, as well as special leave of undefined duration for essing personal reasons

The clash showed that despite Britain's success in getting the Community to consider high wage and social welfare costs as a major factor behind Europe's record unemployment --- this was evident in the widespread criticism that finance ministers heaped on an EC Commis-sion plan to combat joblessness on Monday — the country has failed to blunt Europe's enthusiasm for new legislation on worker rights.

Today we have passed a milestone on the road towards the creation of a European social policy," said Padraig Flyan, the EC commis sioner for social affairs.

But such a social policy is anathema to Britain, which ratified the Treaty on European Union only after obtaining an exemption from its protocol on social policy. Labor Minister Miet Snet of Belgium, which

holds the rotating EC presidency, expressed frustration over British obstruction of EC intiatives like the one on parental leave, which was first put forward 10 years ago. She said the ministers would have to consider ignoring Britain and adopting a directive on leave among the other, 11 EC member states, most likely by doing so under the Maastricht treaty's social protocol.

The Community has been pushing for a 48hour working limit for three years, and the



Britain Cuts Interest Rates to 16-Year Low

Traders in sterling futures during a hectic Tuesday on the London Financial Futures and Options Exchange, after the Bank of England pushed interest rates down to 5.5 percent, the lowest in 16 years, in a bid to accelerate economic recovery. Page 9.

U.S. Seeks to Mend Fences With Europe

By Steven A. Holmes

New York Times Service WASHINGTON - After weeks of pointodly declaring that the United States would increase its attention to the fast growing mar-kets of Asia and Latin America, the Clinton administration is trying to mend fences with Europe, saying that it, too, is considered Atlantic important

The invitations to the eight journalists were made last week even as Mr. Christopher and President Bill Clinton attended a meeting in at least three times in the first seven months of 1994.

"I wouldn't exactly call it a charm offen-Seattle of heads of state of the Asia-Pacific sive, but it was an attempt at reassurance Economic Cooperation forum and stressed said Jurek Martin, the Washington bureau that America's most important trade relachief of The Financial Times of London, who tionships were across the Pacific, and not the attended the interview session for newspaper and magazine reporters. "For months they've been saying that Eu-

Even before the Pacific Basin summit meeting, Mr. Christopher had suggested in an rope is almost irrelevant." said another of the reporters. "That message has been received interview that Europe's importance in world affairs was diminishing and that Washington so much in Europe that it has come to the point that it is damaging their policy. I guess they figured it's time to do some kind of had been too "Eurocentric" in its foreign gesture The gesture came a week before Mr. Christopher was to travel to Brussels for the semiannual meeting of the North Atlantic Council, the political arm of NATO, and to Rome for a meeting of the Conference on Security and Cooperation in Europe. Jawing with journalists prior to a trip to their area is not

Clinton Links Deal With North Korea **To A-Plant Opening** He Says U.S. Is Prepared to Resolve All Differences if Pyongyang Agrees

Compiled by Our Staff From Dispatch

WASHINGTON - President Bill Clinton said Tuesday that the United States was ready to resolve its differences with North Korea if the Communist regime would resume talks with South Korea and allow outside inspection of its nuclear program.

"We are prepared to discuss with North Korea a thorough, broad approach to the issues that divide us, and once and for all resolve the nuclear issue," Mr. Clinton said at a news conference with President Kim Young Sam of South Korea.

"But we cannot do that in the absence of a dialogue between North and South Korea, and while there is still growing doubt about the continuity of safeguards" surrounding North Korea's nuclear program, Mr. Clinton said, "My administration has made it clear to North Korea it faces a simple choice," Mr. Clinton said

'If it abandons its nuclear options and honors its international nonproliferation commitments," he said. "the door will be open on a wide range of issues, not only with the United States but with the rest of the world. If it does not, it risks facing the increased opposition of the entire international community

Mr. Clinton did not spell out what form that opposition might take, but members of his ninistration have been saying that the United States may seek Security Council approval for economic sanctions against North Korea.

"Neither President Kim nor I are eager to go to the United Nations and ask for sanctions against North Korea," Mr. Clinton said. "That is not a particularly attractive option.' But, Mr. Clinton added, "we have not re-

laxed anything." Mr. Clinton was making it clear that the United States would prefer to deal with North Korea diplomatically, as Japan and South Ko-rea have urged, rather than force a confronta-

President Kim said of the North Korean nuclear question, "We will make thorough and broad efforts to bring this issue to its final

Mr. Clinton said in answer to a question that he and President Kim "are not divided at all" in

their approach. He said they had agreed to "re-examine what our policies are" if North Korea reopens talks with the South and allows the nspections.

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Mr. Clinton said he and President Kim were "concerned by North Korea's concentration of forces near the Demilitarized Zone" that has separated the North and South since the end of the Korean War in 1953. He repeated that there would be a massive U.S. military response to

any North Korean attack on the South. The two leaders conferred a day after Mr. Clinton said he was working on "a new ap-proach" to get North Korea to give up its nuclear weapons program. Mr. Clinton said Monday that he would

announce details of the new strategy after see-ing President Kim, whose country has been engaged in a tense military and political standoff with the hard-line Communist North since the Korean War ended.

But a senior administration official said the South Koreans were discouraging the White House from immediately making public the details of the new approach, even though they fully agreed with the shift.

They "don't want the president to announce something dramatic" that would appear to the South Korean public to be a substantial concession to the North, said the official.

The official said the Clinton administration planned to spell out the new approach to North Korean officials in New York on Saturday.

The administration's goal is to end a stalemate over North Korea's resistance to Western demands that it allow inspectors from the UNsponsored International Atomic Energy Agency to fully monitor its nuclear program. North Korea insists its nuclear work is strict-

ly for peaceful purposes, while the United States and others contend that it is seeking to build nuclear weapons. North Korea describes the United Nations inspections as an infringement on its sovereignty and part of an American-led campaign to punish it for remaining

The standoff carries a growing sense of ur-gency because the atomic energy agency is moving closer to declaring formally that it no See CLINTON, Page 5

measure will take effect in 1996. Buitain continned to oppose the limit despite winning a grace period of seven years before it would have to apply the law, as well as the right for workers to olunteer to work more than 48 hours.

volunteer to work more than 4e hours. Britain's employment secretary, David Hunt, said his government would challenge the direc-tive on the grounds that it had been rammed through as a health and safety measure, which can be adopted by a majority of member states rather than unanimously. A recent report by Britain's Institute of Per-

sonnel Management said that 40 percent of Britons work longer than a 40-hour week, and many exceed 48 hours. Fewer than 8 percent of workers in Germany, Denmark, Beigium, Lux-embourg and the Netherlands work a 40-hour week, the report said.

Also Tuesday, Britain won a four-year exemption from a new EC law restricting work by children and adolescents to a maximum of 12 bours a week.

Airline Industry Expecting More Labor Trouble

> By Adam Bryant New York Times Service

NEW YORK - The walkout by flight atten-dants at American Airlines has ended for now, but industry experts say that further labor tur-moil is likely in the coming year and many people may find their travel plans disrupted. Big airlines like American are reacting to new competition from upstart, no-frills carriers by asking their unions to help drive down costs. And the unions, which have fought such pres-sure since the industry was designated in 1978, are not cooperating.

American faces contract negotiations with its pilots' union next year and its mechanics' union in 1995. They may prove to be as intransigent as the attenda

Another scaffle may occur sooner, perhaps as early as next month, at United Airlines, where union leaders have threatened "Annageddon" and "war" if United follows through on its plans to sell off divisions and lay off thousands of workers. The unions failed this month to buy control of the airline to block those sales and lay-offs. "The airlines are in the throes of transform-

ing themselves to compete" with new carriers like Kiwi international Air Lines and Reno Air, said Kevin Murphy, an industry analyst at Morgan Stanley. This flight-attendents strike is just the opening salvo in what will be a series of labor confrontations through 1994." Despite the nucertainty that labor strife cre-

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. In what could be viewed as the diplomatic equivalent of sending roses after a spat, Secretary of State Warren M. Christopher invited a group of European journalists in for interviews this week in which be emphasized policy. the critical role Europe still has in U.S. for-

eign policy. Though he did not retreat from carlier statements that Washington is at times too focused on Europe, Mr. Christopher, sounding like the lawyer he is, said he did not mean

"derogate" Europe. Europe, he told the reporters, "remains at the center of our concerns."

"Western Europe is no longer the domi-nant power in the world," Mr. Christopher said in an interview last month. Mr. Christopher's comments caused a storm across the Atlantic - at least if head-

lines are any guide. And while unapologetic about them on Monday, be attempted to soothe raffled feathers, reminding the journalists that Mr. Clinton is due to visit Europe

See EUROPEANS, Page 4

Victory Base, Somalia: Mission Canceled

By Rick Atkinson

Washington Fost Service MOGADISHU, Somalia --- The 71-ton behemoth dubbed Crazy Horse may be the meanest machine in East Africa.

Carrying 40 high-explosive shells, each capable of destroying any structure in its cross hairs, as well as 13,000 machine-gun rounds, the M-IAJ Abrams tank overlooks the streets of central Mogadishn less than three kilometers to the southcast, a looming symbol of American firepower.

Yet neither Crazy Horse nor any of the other 29 Abrams tanks or 42 Bradley Fighting Vehi-

cles shipped to Somalia more than a month ago have yet to venture into those streets.

Except for occasional excursions to training ranges away from the city, the heavy armor of the 1st Battalion of the 64th Armored Regiment has remained behind the triple strands of concertina wire surrounding Victory Base, a mud-dy encampment bulldozed from an old surface-to-air missile site.

That inertia is likely to continue, perhaps until the last U.S. combat troops leave Somalia on March 31, U.S. and United Nations military officers say, because of a decision made here in recent days to keep a low profile regardless of

President Bill Clinton's pledge last month to "keep open and secure the key roads and lines of communication" in Somalia.

A week after Mr. Clinton ordered in the heavy armor to bolster American troops' firepower and protection, he called off U.S. offensive operations in the capital.

Though idle, the tanks do provide the troops with insurance against the level of casualties they incurred during four months of street fighting. The Americans' heavy losses were blamed in part on their lack of heavy armor. At least two street barricades erected by

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Italy's Crumbling Center: On Path to Instability?

By William Drozdiak Washington Post Service

ROME - Italy's political revolution appears to be accelerating toward a new phase of instability as the mainstream parties that have governed the country for four decades now tester on the brink of extinction.

The collapse of the center in municipal elections on Sunday, in which the Christian Democrats and their coalition partners won less than 15 percent of the vote, revealed the intensity of voter disgust with a succession of corrupt governments whose tenure in power was sustained chiefly by Cold War fears of communism.

Although Italian voters have emphasized their desire to get rid of a decaying political class, it is far from clear what they want as a replacement. The big winners in Sunday's vote - the former Communists, the populist Northern League and the neo-Fascist Italian Social Movement --- scored their gains largely through protest votes rather than the appeal of their Darty message

Early national elections, perhaps by Febru-ary, now seem inevitable since the governing parties have been so thoroughly discredited. The main impediment appears to be corruption charges facing 150 members of parliament, who

fear they could be tossed into prison once they lose their legal immunity along with their seats. But another round of balloting is not likely to guide Italy toward a new equilibrium. The so-cial and economic challenges facing Italy are so formidable and the political forces so polarized that a political scientist, Giovanni Sartori, says he believes the next parliament will prove the country has become "absolutely ungovernable.'

The 20-month corruption inquiry into the endemic practice of exchanging hribes for gov-

NEWS ANALYSIS

ernment contracts has all but dried up construction work on state projects. Italy has nearby 40 percent of its economy tied up in the state sector, more than any other country in Western Europe.

The government of prime minister Carlo Azeglio Ciampi, a central banker appointed last April to steer the country toward fresh elections, has tried to push some bloated state enterprises into the private sector to invigorate the economy. But the streamlining that would accompany such a process, with tens of thou-

See ITALY. Page 4

Kiosk

African Mutilation Ritual Collides With French Law

By Marlise Simons

New York Times Service. PARIS -As she rose in a Paris courtroom, a small figure in a black lawyer's robe, Linda Weil-Curiel talked so softly that the judge and the jury had to lean forward to hear her argu-

"This is butchery invented to control wom-en," Miss Well-Curiel told the court. She was speaking as a member of the prosecution team in the trial of a woman accused of allowing the genital mutilation of her daughter, a tradition widely practiced in parts of Africa.

Since African immigrants brought the cus-tom to France more than a decade ago and their babies began to arrive at local hospitals bleeding, infected, sometimes dead as a result of surgery at home, Miss Weil-Curiel has become the country's leading crusader against the prac-

Her actions have already led to 15 trials involving more than 30 amilies, making France the first nation to bring criminal charges against those who perform this female mutilation. Doctors have testified that the procedure often makes sex joyless or painful and may cause lifelong health complications.

The prosecutions have also become part of the larger debate over how a society should deal migrants' customs that it finds macceptable. Britain, Sweden and Switzerland in recent years have passed laws against female genital mutilation, but they have not prosecut-

ed it. Last month, a bill benning the practice in the United States was introduced in Congress. In the dock on a recent day was Bintou In the dock on a recent day was binton Fofana Diarra, an immigrant from Mali. She was accused of complicity in mutilating her three-month-old baby, an act that landed the little girl in a Paris hospital for three weeks and nearly caused her death. A distraught Mrs. Diarra testified that she did it for the good of the sheld the child.

The operation, she conceded, was done se-cretly in her home. But she said it was normal in Mali, According to United Nations reports, sexual mutilation affects millions of mostly Muslim women in more than 25 countries, across the central belt of Africa as well as in Yemen, Oman, Malaysia and Indonesia. The mutilation involves cutting off all or part of a young girl's clitoris and labia, and in some cases stitching her vagina closed until marriage.

Miss Weil-Curiel acknowledges that the procedure is an ancient practice in Africa, but argues that it violates a French law against harming children.

Miss Weil-Curiel said that during trials here, ethnologists and physicians often came down on different sides of the issue. During Mrs. Diarra's trial, a French ethnologist argued that Africans should not he punished because they

act under social pressure. He said that people cited different reasons

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See MUTILATE, Page 4



COLD'S TOLL IS 34 — A Berliner pushing his bicycle near the Brandenburg Gate on Tuesday. Cold in Europe killed at least 34 people, many of them homeless. Page 5.

Palestinian Cites Gains On Key Issue in Talks

CAIRO (NYT) - Israeli and Palestinian negotiators made gains Tuesday on one of the major obstacles to activating their peace deal when they returned to the bargaining table in

Secret, the chief Palestinian negotiator said. The negotiator, Nabil Shaath, said Israel softened its position on the issue of the release of Palestinian prisoners, promising to include it in writing in a withdrawal agreement the two sides are negotiating on. "We have made headway concerning the

prisoners," he said. "They agreed to have the release of the prisoners built into our written

The Palestine Liberation Organization had threatened it would not sign a final withdraw-al accord unless Israel made a written commitment that it would free some 10,000 Palestinian political prisoners.

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3,674.17	107.95

The Dollar

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DM	1.701	1.7032
Pound	1.4855	1.4755
Yen	108.67	108.50
ff	5.9125	5.9193

Cloaks (Ragged) and Daggers (Dulled) Still on Russian Scene

By Celestine Bohlen New York Times Service

MOSCOW - On a muggy July night when the power struggle in Moscow was at a low simmer, a 30-year-old Russian lawyer was secretly smuggled into the country from self-imposed exile in Canada, on a special mission for President Boris N. Yeltsin. He was installed behind a computer in a large, shabby suite inside the Kremlin and ordered to sift through suitcases of documents for incriminating evidence against Mr. Yeltsin's powerful cocmies

But these enemies, including the justdismissed head of the Security Ministry and the country's chief prosecutor, managed to track the lawyer down and even issue an order lor his arrest. After a panicky journey that began at a Moscow railway station and ended in Armenia. the young lawyer made his way back to Canada, where the threats against him continued

As told in a recent two-part series in the Russian newspaper Izvestia, the tale of the shadowy lawyer, Dmitri Yakubovsky, could be another Kremlin thriller dreamed up hy Eduard Topol, a 55-yearold Russian emigre writer and co-author of the piece. Mr. Topol's 1983 novel about intrigue

and corruption during the Brezhnev era, "Red Square." was a best-seller. But in this instance he did not bave to invent any details. They were all there on 15 hours of interviews taped with participants, including Alexander Kotenkov, who as head of the Russian government's legal department helped organize Mr. Yakubovsky's flight Irom Russia.

"Completely unbelievable," was Mr. Topol's first reaction when Mr. Yakuboysky, in an interview in his large house outside Toronto. told him the story of his secret trip last July.

It was made for the movies, but even Hollywood couldn't have invented it." said Mr. Topol, whose II novels have all dealt with Russia. It was only when he came to Moscow himself in September and began double-checking Mr. Yaku-boysky's account that Mr. Topol realized that Russia's penchant for cloak-anddagger intrigue did not end with the Cold

But post-Communist intrigues turned out to have a distinctly amateurish qualiwith none of the air-tight efficiency of KGB operations of old. On the night he fled Moscow, according to his account of it. Mr. Yakubovsky and his entourage drove through the city's darkened streets in two cars, dodging pursuers, real or imagined, while Kremlin security men tried desperately, and unsuccessfully, to raise someone from Mr. Yeltsin's staif on the radio-telephone.

Frightened away from one railway station by a camera crew, the group finally holed up for the night at a special govern-ment retreat outside the city, which had once been Stalin's dacha. The next morning, they drove across Russia to Sochi, the Black Sea resort, where they flew via private plane to Yerevan, the Armenian capital. From there, Mr. Yakubovsky made his way hack to Canada.

"The difference is that now there are no rules." said Alexander Grant, news editor at New York's Russian language daily Novoye Russkoye Slovo, who origi nally drew Mr. Topol to the Yakubovsky story and is co-author of a book soon to be published by the Izvestia publishing house. "Before, the Communist bosses had some kind of guidelines for what they did or wouldn't do. Now, it is just a game. dirty

In his interview with Mr. Topol, Mr. Yakubovsky laid bare the nature of his assignment, which involved investigating

Mr. Yeltsin's key opponents — the vice Izvestia pieces came out. Last summer, president, Alexander V. Rutskoi; the par- the Russian press was full of stories liament speaker, Ruslan I. Khasbulatov. and the prosecutor-general, Valentin Stepankov. The fact is that Rutskoi. Stepankov

and Khashulatov were waging a powerful campaign to discredit the president," said Mr. Yakubovsky, who reportedly spoke to Mr. Yeltsin by phone. "We had to bury them and prove that it was not he, but they, who were corrupt."

Mr. Yakubovsky's search was at least partly successful. Within days of his arrival in Moscow, the Russian security

'It was made for the movies, but even Hollywood couldn't have invented it.'

minister, Colonel General Viktor P. Barannikov, was dismissed, and according to the Izvestia article, Mr. Yakubovsky produced evidence showing that Mr. Khas-bulatov had used his influence to belp certain commercial companies get access to hard currency.

Two months later, Mr. Yeltsin was to quash his opposition, not with Mr. Yakubovsky's ammunition, but with army tanks. Now. with Mr. Yeltsin firmly in control, Mr. Yakubovsky's evidence against the opposition is no longer relevant, or even useful. But his story, as told by Mr. Topol and

Mr. Grant, is still a page-turning read, and the Nov. 3 and Nov. 4 issues of Izvestia sold briskly. Most Russian readers were familiar

man who figured out early how to ingratiwith Mr. Yakubovsky's name before the ate himself with the right people.

Stepankov.

His own story of his spectacular leap the Russian press was full of stories from a post as lowly secretary at the about the mysterious wheeler-dealer who Union of Lawyers to head of a special had somehow managed to insinuate himcommission for the Ministry of Defense self into the middle of the political scanis vintage Yakubovsky. As told to Mr. dals sweeping Moscow. Mr. Rutskoi fired the opening shot in

Topol, Mr. Yakubovsky says he was sit-ting in his office one Saturday in 1990, idly dialing on a special Kremlin tele-phone when he reached Defense Minister the war in April when he went before the Russian parliament with what he said was 11 suitcases full of evidence of cor-Dmitri T. Yazov. Within hours, he was in Mr. Yazov's office with a written propos-al that argued for a vigorous legal defense ruption in the Yeltsin administration. Then came an extraordinary series of revelations, based on published tran-scripts of conversations in which top fig-ures in the anti-Yeltsin camp could be of the then-Soviet army's rights to its vast real estate holdings in Germany. By the day's end, Mr. Yakubovsky was

heard plotting to cover up evidence of appointed head of a special commission their own corrupt activity, up to and including purported threats of murder. But what was most startling about the arged with investigating the issue. The subject, however, turned out to be highly sensitive, and in due course Mr. Yakumultitude of corruption charges was how Mr. Yakubovsky managed to figure in just about all of them. His was the other bovsky found himself in Switzerland as the representative of Agrokhim, a state trading company. Agrokhim soon formed commercial links with Seabeco, voice in the taped telephone conversations that were 10 prove so damaging against General Barannikov, and Mr. the Swiss-based trading empire headed by Boris Birshtein, a Soviet emigre whose sudden success in business in the mid-

1980s has been reported to have been He was the obvious source of bank documents that purported to link Mr. Rutskoi with a kickback scheme, and of financed by Communist Party money. Resuscitating old ties to a top Yeltsin adviser, Mr. Yakubovsky returned to Moscow shortly after the failed Angust 1991 coup attempt against Mikhail S. Gorbachev, the last Soviet leader. In the credit card receipts that implicated General Barannikov's wife in a shopping spree in Switzerland. His name also came up in connection with shady business year before he left the country in Septem-ber 1992, Mr. Yakubovsky bounced from dealings involving a key Yeltsin ally, Vladimir Shumeiko, who had briefly been job to job, finally ending up briefly as liaison to Russia's various law enforce-Mr. Yakubovsky's boss. In his brief career, Mr. Yakubovsky managed to befriend a remarkable numment ministries

ber of influential people. Admirers, try-ing to identify the reasons for his meteor-People who know him say that Mr. Yakubovsky is not a political man, but ic rise, have dubbed him a financial and someone who knows how to take advanan administrative genius. Detractors, of tage of every opportunity as it arises. Until Mr. Yakubovsky returns to Ruswhich there are many, call him a master sia, which he is now free to do, it will not manipulator, a brash, even crude young be clear who has taken more advantage of whom

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Israeli Confirms Revenge Killings

JERUSALEM (WP) - A former israeh intelligence official has confirmed publicly that Israel carried out the methodical assassinations of 10 to 15 leaders of the Black September guerrills group of the PLO following the 1972 Munich massacre of Israeh athlete

There was a conscious and systematic effort to eliminate the heads of Black September," Almon Yariv, a former head of military intelligence, told Israeli television. He was was named counterterrorism adviser to

Prime Minister Golda Meir after the Munich killings. Details of the assassinations have been published abroad in recent years, but Mr. Yariv's comments marked the first time the operation has been acknowledged openly by a senior israeli official here. He discussed the operation a year ago in an interview with Israel state television, which was preparing a documentary on the 20th anniversary of the Munich massacre, but his remarks were considered so senitive that the Israeli military censor deleted them from that report. The deleted comments were only aired on Monday night because a forthcoming BBC television broadcast includes similar material.

1.000 to Monitor Russian Election

MOSCOW (Renters) — At least 1,000 international observers will monitor Russia's first post-Soviet elections next month, the Itar-Tass news agency quoted a serior electoral commission official as saying on

The official, Andrei Davidov, the head of the Central Electoral Commission's international department, said more than 100 had already arrived in Moscow. Others will arrive several days shead of the partiamentary voting and constitutional referending, scheduled for Dec. 12. "We will offer them full freedom of movement throughout the country

and access to any information concerning elections," Mr. Davidov said President Boris N. Yeltsin ordered the voting after he dissolved the old Soviet-era legislature on Sept. 21, accusing it of hampering his economic and political reforms.

Nigerian Nods to Democracy Forces

LAGOS (AP) — Nigeria's new dictator on Tuesday named the man who apparently won the vice presidency in the maion's lame presidential election as foreign minister, a stumming concession to pro-democracy

forces. Baba Gana Kingibe, a career diplomat who was the running mate of Moshood K. O. Abiola, who apparently won the presidency on the June ballot, was named external affans minister. The new Nigerian leader, General Sani Abacha, also named a radical lawyer as his attorney general and the publisher of a respected indepen-dent newspaper as his internal affairs minister. The rest of his 11-man raling junta ware generals or police officials.

Kashmir Rebel Toll Is Put at 967

NEW DELHI (AFP) - Indian Army and paramilitary troops killed 967 Muslim militants in the last 10 months in Kashmir, where the separatists are battling for self-rule, a government spokesman said Tuesday.

The spokesman for the federally administered northern Indian state said 856 Muslim secessionists were killed in the Muslim-dominated Kashmir Valley itself.

Kashmir Valley itself. At least 109 militants were shot at the line that separates the two zones of the divided state in the foothills of the Himalayas, he said. A total of 648 civilians and 152 Indian soldiers died as of Oct. 31.

TRAVEL UPDATE

Belgium Faces Disruption by Strikes

BRUSSELS (AP) - Strikes on Wednesday and Friday will bring. widespread disruption of airline, train, bus and subway services in-Brussels and other cities, maion officials warned Tuesday.

The stoppage on Wednesday will affect six of Belgium's nine provinces, while Friday's will bring cause a nationwide halt in work, officials said. Officials of Sabena airline said they boped to keep flights running, but said delays could be expected. Industry, banks, mail and phone services will also be hit by the stoppage, according to officials from the General Federation of Belgian Labor and the Confederation of Christian Unions.

They called the action to protest government austerity plans. Together, the unions represent more than 2 million workers. A famous Bucharest hotel, the Athence Palace, tiddled with bullets and

damaged by fire four years ago, is to be refurbished and managed by the Hilton group. The hotel, built from 1912 to 1914, is a landmark in the Romanian capital. It was a favorite hannt for artists, writers, royalty and".

Bonn to Use \$11.7 Billion in Bonds **To Settle Property Seizures in East**

BONN — Chancellor Helmut Kohl's coalition agreed Tuesday to use government bonds to compensate people from Eastern Germany whose property was seized by the Nazis or the Communists.

Chancellery Minister Friedrich Bohl said the plan to use bonds, which would mature in 2004, would settle claims of more than 20 billion Deutsche marks (\$11.7 billion). It will also apply to the legal beirs of the dispossessed.

Relax on

The agreement by leaders of Mr. Kohl's three-party coalition ended months of wrangling in Bonn over how to compensate people for seized homes, lands and belongings without lurther swelling Bonn's hudget deficit from German reuni-

fication. The accord will replace an earlier proposal to pay for the compensation hy levying a stiff property tax on people who reclaim their former boldings in Eastero Germany. The law still leaves the choice

between reclaiming property or taking a compensation payment. The terms of a 1990 agreement in which the former Allies permitted the reunification of Germany bars Bonn from returning property expropriated during the period of Soviet administration, from 1945 to

1949. This means only compensation payments can be given. The plan includes about 2 million DM for Jews whose property was seized by the Nazis in what

later became East Germany ■ 5 Neo-Nazis Stand Trial

Five neo-Nazis went on trial in a juvenile court on Tuesday on charges of firebombing a hostel for foreign asylum-seekers near Poisdam in East Germany, Reuters reported.

The defendants, aged 19 to 22, were accused of throwing gasoline bombs at the house in October 1992. The firebombs missed their target and nobody was injured. Extremist violence by the right has killed about 30 people since Ger-

many was reunited in 1990.

A British Harrier

Crashes in Iraq,

But Pilot Is Safe

try of Defense said.

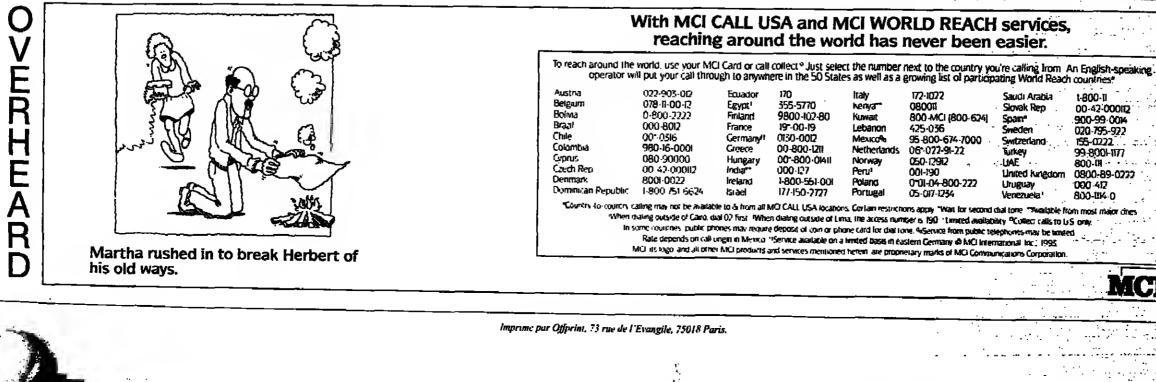
The Associated Press

LONDON - A British Air Force Harrier jump jet crashed in northern Iraq Tuesday, the Minis-



the way to the city that never





diplomats before World War II. Hilton is to sign a contract with the partners who run it under a Romanian-French joint venture set up in December last year. (Readers) S. 1.

South African doctors treated hundreds of typhoid victims Tuesday in a, suspected epidemic. At least 21 cases have been confirmed, but officials believe the number will rise dramatically as more test results come in. The outbreak occurred in a black township near Delmas, about 60 kilometers (36 miles) east of Johannesburg. (Reuters)

Taiwan will waive visas for selected visitors from 12 countries for up to five days. The measure, effective Jan. 1, will apply to travelers from Anstria, Australia, Belgium, Britain, Canada, France, Germany, Japan, Luxembourg, Netherlands, New Zealand and the United States. (AFP)

A union representing flight attendants for Air later has called a 24-hour strike for Wednesday, hut the French domestic airline said it did not expect any disruption of services. Air Inter said it would use chartered

> Wednesday, the eve of Thanksgiving, is probably the industry's busiest travel day of the year. The airline and the 21,000-member Association of Professional

to submit their long contract dis-pute to binding arbitration.

It was a victory for the flight attendants, who previously agreed to binding arbitration and sought the appointment of a special presi-dential panel to mediate the dispute over pay, work rules and other

Tuesday after settlement of a strike "Things are running smoothly systemwide," a spokesman said. "Flight attendants are reporting to work, and we are working toward ,

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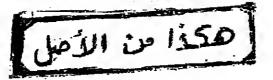
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STATESIDE / AGENT ORANGE

In Medical Dispute, It's Gulf War Veterans vs. the Pentagon

By Philip J. Hilts New York Times Service

WASHINGTON --- It began in Indiana early m 1992, when soldiers at two reserve mins that had fought in the Gulf War began to suffer a puzzling array of symp-

They became unusually fatigmed, their ... ints ached, and they experienced head-ches hair loss, rashes and memory lapses. ioints a in some cases, the symptoms were severe enough to require hospitalization.

Over the next year, handreds and then housends of veterans began showing up at hospitals run by the Department of Veter-ans Affairs with these and a wide array of ... other sympto

Eventually,-10,000 veterans asked the hospitals for physical examinations to see if they had what has come to be called Gulf ... War syndrome.

This sequence of events has occurred many times in recent years: first there are . complaints of severe but undiagnosable symptoms; then the sufferers hear about others experiencing the same symptoms That attitude has only fanned the anger and begin to trade information; then there of those who believe there is indeed a group

is the naming of a possible new disease, of symptoms identifying a common condi-and finally a plea for investigation of the tion, in short, a syndrome. dioxin, the contaminant of Agent Orange, toxic effects of oil fires and other ailments can cause certain illnesses in sufficiently specific to the Gulf region. symptom Veterans were also angered last week by

Experts say that such problems begin report that the Department of Defense with real suffering that is often dismissed as psychosomatic. Among many com-plaints of this sort, the ones closest to had withheld information on chemical agents detected during the war. For two years, the Pentagon had denied

acquiring status as recognized diseases are . having any evidence that Iraq had used "sick building syndrome" and "multiple chemical sensitivity." chemical or biological agents, but last week it acknowledged the validity of work by With Gulf War syndrome, as with many Czech chemical-weapons experts in the such outbreaks, even when the claims are taken seriously, they are difficult to deal

1991. They found that there were traces o with because no one can do much for the nerve gas and a blister agent in the Gulf sufferers, says Dr. Claudia Miller, an expert on multiple chemical sensitivity who served on a Veterans Affairs panel that

rather than a deliberate release was the The response from the Department of source. The doses would have been too minute to cause any serious illness, another First of all, we do not believe it is a Pentagon spokesman said. syndrome," said Lientenant Colonel

Douglas Hart, a Pentagon spokesman. "It is just some symptoms that we don't have the effects of Agent Orange, the military's name for a defoliant used in Southeast Asia during the Vietnam War.

Although researchers believe that

can cause certain illnesses in sufficiently high doses, it is unclear whether service-

men were exposed to such levels. The Department of Veterans Affairs set plaints in 1992 and announced that they could come to its hospitals for a free examination if they were worried.

The Gulf War began on Aug. 2. 1990. with the Iraqi invasion of Kuwait, although allied ground forces did not become en gaged until February 1991. In all 532,000 American troops served in the war, which was ended by a cease-fire accepted by Iraq on March 4, 1991. Allies killed, with the exception of losses to friendly fire, totaled less than 200. Iraq has not issued casualty

still going on, she began researching the turning troops.

specific to the Gulf region. But the array of symptoms that Dr.

be related to smoke inhalation, nor were

mine whether the syndrome is real, the Department of Veterans Affairs surveyed 5,300 Gulf War veterans and 5,300 veterans who had served during the same period but had not been assigned to the Gulf.

that equal numbers in the two groups suf-fered several conditions and diseases. including ones affecting the respiratory sys-

The only two exceptions were found in areas where differences would be expected "Anyone watching the oil fire in Kuwait in combat and noncombat troops: twice as had to wonder what kind of problems that many Gulf veterans showed signs of postwould cause," said Dr. Susan Mather, as- traumatic stress, and about 15 percent sistant chief of bealth for the veterans de- more Gulf veterans showed signs of alcopartment. In early 1991, while the war was hol dependence, a common finding in reNOTES

Page 3

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Republican Says Aide in New Jersey Lied

TRENTON, New Jersey - Mary Matalin, a Republican strategist, said another political consultant, Edward J. Rollins, lied under oath when he claimed be never told her about paying to suppress black votes in the recent New Jersey gubernatorial election. The Philadelphia Inquirer reported.

Mr. Rollins, who managed the campaign of Christine Todd Whitman, a Republican who scored a narrow victory in the election Nov. 2. testified last week that he did not discuss it with Miss Matalin

Miss Matalin, who was a manager of former President George Bush's losing campaign against Bill Clinton last year, said Mr. Rollins bragged to her four days after the New Jersey election that he had paid to keep black voters from the polls.

they played and how they paid off black ministers." Miss Matalin told the Inquirer. "It was quite braggadocio. He was quite full of

Mr. Rollins caused an uproar Nov. 9 when he said that Republicans paid black ministers and Democratic workers to help keep black voters from the polls.

up the story to torment a rival political strategist. James Carville,

cratic workers with Miss Matalin, who is Mr. Carville's fiancee. Mr.

A retired columnist, Rowland Evans Jr., also told the Inquirer that

Clinton to Stick With Defense-Post Nominee

Morton H. Halperin to a top Pentagon position.

"The president believes he should have the job," said the White House communications director, Mark Gearan. Mr. Gearan said there was nothing at Mr. Halperin's confirmation

hearing to suggest that another nominee should be proposed. Conservative Republicans complain that Mr. Halperin is too

liberal to be assistant secretary of defense for democracy and peacekeeping, a new post. Mr. Halperin said allegations about his beliefs and activities were false. IAP.

U.S. Again Funds Foreign Family Planning

WASHINGTON - The Clinton administration bas given \$13.2 million to the International Planned Parenthood Federation, ending a decade-long, Republican-ordered ban on using U.S. funds for overseas population programs that include information or counseling on abortion.

The grant is the first part of a five-year, \$75 million commitment by the Agency for International Development to the federation. which effectively had been barred from access to U.S. foreign aid funds since 1984. W'P

Quote / Unquote

"G-O-V-E-R-N-E-R-S," was bow the seal at the meeting in Phoenia, Arizona, of the Republican Governors Association spelled it until someooe spotted the error.

Away From Politics

· Health plans accused of discriminating against employees with AIDS have suffered a legal defeat. A federal judge in New York issued the first ruling to uphold the authority of the Americans With Disabilities Act of 1990 over health plans accused of discriminating. Judge John E. Sprizzo dismissed a motion by a benefits fund of New York construction companies and unions, which contended it was exempt from the act.

 Some Los Angeles police officers called in sick, apparently acting in response to union strategy for getting a raise. A small but higherthan-usual number reported sick. Io anticipation, the department called a modified tactical alert, keeping officers working the night

By Adam Clymer New York Times Service with Capitol Hill got better, and in me." WASHINGTON - The 103d the fall he worked increasingly with Congress approached the end of a Republicans, when possible, rely-strikingly productive first session ing on their votes to pass the North on Tuesday, but it did so on a note American Free Trade Agreement

of personal and partisan ill-will that made it clear that gridlock had not been vanquished Although many bills that former became law with the signature and backing of President Bill Clinton, party divisions were raw and obvi-Democrats sought to trap the Re-publicans into blocking a popular gun-control measure, or giving up

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ignominiously. Despite those divisions, Con-. riers with Canada and Mexico.

It enacted one significant domestic initiative of Mr. Clinton's vision of new Democratic policy, the national service bill, and started on others, like preparing yoaths for the work force.

civil rights — the high cost and diminishing availability of medical

Early in the session, the new resident relied exclusively on Democrats --- and sometimes they tripped him up over issues like. Brady bill next Tuesday. whether lo allow declared homosexuals to serve in the military.

over Democratic opposition and courting them to help on health Still most senators and repre-President George Bush had vetoed sentatives headed home for Thanksgiving aware that the public

looked into Gulf War syndrome.

Defense has been skeptical.

explanation for."

gives neither them nor Mr. Clinton the credit they feel they deserve, ous during the budget battle last and Tuesday's snappish denoue-summer and clear again Tuesday as ment of a Senate session suggests much of the reason why. In between interminable quorum

calls and recesses, Senator Bob Dole of Kansas, the Republican leader, tied the Senate up short of gress during this session passed a final action on the gun-control half-trillion-dollar deficit cut and measure, known as the Brady bill, approved a treaty to end trade bar that would impose a five-day waiting period for gun purchases.

He complained that Senator Joseph R. Biden Jr. of Delaware, a Democrat, "tried to ruh our nose in it" by gleefally scrapping conces-sions that allowed Republicans to

back the bill Saturday night. And the phrase "Republican fili-Finally, it began to grapple seri-ously with the gravest domestic .buster" tripped readily from Dem-problem it has tried to solve since ocrats lips as they sought to portray the minority as the friend of

inesponsible and owners. The majority leader, Senator George J. Mitchell of Maine, said he was calling the Senate back into session for a folf-call vote on the Still, some legislators were feel. - Project for a Republican Future.

"ing pretty good about the year's By the same token, Mr. Kristol

But as time went on, his liaison at home will say. This affects

The Associated Press reported from Washington:

Mr. Clinton described the first session as "a good beginning." Democratic leaders in Congress

and White House strategists were viewing his successes as much more than just a start.

This is particularly extraordinary in that analysis not too long ago were writing off the Clinton egislative prowess

"He has a batting average that puts him up with the heavy hitters of the century," said Bruce Bu-chanan, a political scientist at the University of Texas. "The results in the traditional sense."

more credit before now for his suc-

William Kristol, who was Vice

■ 'A Good Beginning'

Already, Mr. Clinton's accom-

plishments are being compared to productive years for other presidents - Dwight D. Eisenhower in 1953, Lyndon B. Johnson in 1965, Ronald R. Reagan in 1981.

are beginning to speak more for themselves. He's able to cut deals

Why has Mr. Clinton oot won

President Dan Quayle's chief of staff, gives Mr. Clinton grudging respect for recent successes. "He's a very smart politician-scho's been around," said Mr. Kristol, president of the conservative

A Congressional Report Card: Progress, Mixed With Rancor

week after the air war started in January The quantities of both were small, suggesting that something like a bombed plant

figures. Veterans say the government's denials remind them of similar statements about

Mather soon began seeing did not seem to up a Gulf War registry not long after the they among the symptoms that might be first reports of Gulf War veterans' com- expected after exposure to chemical weap-In a first attempt to collect data to deter-

The survey, which is continuing, found

12-4

"What he was basically talking about was how good a street game

But on Friday he testified before Democratic lawyers that he made

who managed Governor Jim Florio's losing campaign. Asked at the deposition whether he had discussed paying Demo-

Rollins said, "I promise you, I did not."

Mr. Rollins had told him about influencing black ministers. Mr. Rollins's original claim prompted federal and state investiga-

tions as well as a lawsuit by Democrats who are seeking to overturn the election, which Mrs. Whitman won by 26,600 votes.

WASHINGTON - Mr. Clinton will resubmit the nomination of

Republican opposition killed his package of spending measures meant to stimulate the economy, and his budget barely passed without a single Republican vote.

from Scaator Patty Murray of overstated. He scraped through on Washington, a freshman Demo- the budget, and he put together a crat, who said that when the Senate temporary coalition on NAFTA. acted on crime, the deficit, family But he has no stable governing coleave and national service, "people alition to support him."



President Clinton outside White House urging congressional passage of the Brady gun-control bill.

ibil on duly until further nouce.

• An Antrak train derailed near Boise, Idabo, injuriog 15 people, none seriously. The police said the engines and front cars on the Scattle-to-Chicago train detailed as it hit a curve. NYT. LAT. AP

AMERICAN TOPICS

U.S. Says Impostors Took College Entrance Tests

Two South Korean men who are in the United States on student visas have been charged with hiring impostors to take exams on behalf of immigrants seeking admission to American colleges and universities.

Based in Manhattan, they charged \$4,000 to \$5,000 to send an impersonator to virtually any standardized test, according to Patricia E. Taylor, a lawyer for Educational Testing Service of Princeton, New Jersey, which administers most of the exams. The service said

it hired a Korean-American investiga-tor to pose as a student and gather information. Evidence indicated that the pair's top

price was \$40,000 to take the Certified Public Accountant's exam, postal authoritics said. ...

The two, Jin Hyeng Park, 31, and English," she said.

Wan Gi Jang, 27, were arraigned on federal charges of conspiracy to commit mail fraud, with a penalty of up to 5 years in prison and a \$10,000 fine, and released on \$75,000 bond each. The Educational Testing Service,

which gives 9 million tests a year in the United States and abroad, has been getting reports about cheating on the English exam for foreign students, a spokeswoman said. "Colleges bave been complaining that they have been getting these wonderful scores from students who arrive and can barely speak

About People Senator Larry E. Craig, Republican of Idaho, got it with both barrels from Senator Dianne Feinstein when he remarked during a debate on banning

semiantomatic weapons that "the lady from California needs to become a little bit more familiar with firearms." "I am Arafat at the Palestine Liberation Orga-quite familiar with firearms," Mrs. Feinstein, a Democrat, replied. "I be-Arafat invited him to stay for lunch. "I came mayor [of San Francisco] as a anticipated a great feast of Arab delica-product of assassination," and "put a cies." Mr. Chesnoff says. But the main finger through a bullet hole trying to get a pulse." Moreover, "I was trained in the shooting of a firearm when I had terrorist attacks, with a bomb at my cating with my grandmother."

house, when my husband was dying. when I had windows shot out. Senator, 1 know something about what firearms can do.

Richard Z. Chesnoff, a correspoodent for U.S. News & World Report, had just finished interviewing Yasser ΓŊ.

Short Takes Madame Tussaud's waxworks, after

200 years in London, may establisb a branch in New York. The Tussauds Group announced that it "would like to establish a project in the Times Square redevelopment area." "Fabulous." said a spokeswoman for the redevelopment project. Tussauds operates not only an xhibition of celebrices in wax, but the Rock Circus in London, which celebrates the history of rock and pop music; the London Planetarium, and the Scenerama in Amsterdam depicting Holland's golden age, in the 17th centu-

The names of some Southern California businesses rounded up by the Los Angeles Times:

• Vital Signs, a Ventura sign maker. • Go for Baroque, a Westside musical-talent agency.

· Beauty and the Beach, a Venice bairdresser.

· Sherwood Florist, another flower shop, in Riverside. "There is no one bere named Sherwood," admitted the co-owner, Jim Nunally. But "for a short while, we wore green tunics and caps with feathers."

Arthur Higbee

U.S. Court Voids **Jackson Lawyer Cites Grand Jury Action**

Compiled by Our Staff From Dispatches

SANTA MONICA, California - One of Michael Jackson's lawyers said in court Tuesday that he expected the entertainer to be charged with child molestation; but later retracted the statement.

Bert fields, the lawyer, made the announce-ment during a court hearing on a civil suit filed by the 13-year-old boy who alleges Mr. Jackson

sexually molested him. "A grand jury convened already in Santa Barbara County and they are about to take evidence --- if they haven't already started ---and that means we should have a charging decision very, very soon," Mr. Fields said. Immediately after the hearing, another of Jackson's lawyers, Howard Weitzman, said Mr. Fields had made a mistake and that he was not

aware of any imminent indictment.

Mr. Weitzman said be had given Mr. Fields wrong information that led to the court statement

Mr. Fields then told reporters: "What we understand to be the case is that subpoenas were issued for a witness or two witnesses to attend a grand jury in Santa Barbara County. That's something I don't think we want to talk about,

Mr. Fields raised the issue in his unsucci bid to have the court delay the boy's lawsuit for six years. The statute of limitations for prose-

cuting child molestation charges runs for six year

The lawyer raised the issue to show that if Mr. Jackson were forced to testify in a civil suit it would affect criminal matters he may face. "You shouldn't be in a position where you have to take a Fifth Amendment in a civil case.

Mr. Fields said. "That's a box you shouldn't put a person in." But Judge David M. Rothman of Superior Court ruled in favor of the youngster and or-dered the trial for March 21. He also ordered

Mr. Jackson to give a deposition by the end of this year. Larry Feldman, an attorney for the 13-year-

old in the civil case, said the law demands a speedy trial in a case involving a child under 14. If criminal charges are filed, be said, the court can later decide to delay the lawsuit.

Mr. Jackson has not been charged with any crimes, and the authorities have declined com-

ment on their investigation. There was no immediate confirmation by the prosecutor's office that a grand jury had been summoned. Grand jury proceedings are secret. Mr. Jackson has disappeared from view. His press agents say he is undergoing medical treat-

Meanwhile, court documents obtained in Los Angeles showed that Mr. Jackson had also been sued by five of his former bodyguards,

who claim they were dismissed in February because they had first-hand knowledge of the singer's alleged activities with young boys.

The lawsuit said the five were dismissed without warning at Mr. Jackson's Neverland ranch in Santa Barbara, California, "so as to paint any of them as 'disgruntled employees' in any future investigation."

Mr. Fields said he did not know about the new lawspit

"Nobody was ever fired by Mr. Jackson for knowing too much about anything," be said. Mr. Jackson canceled a world tour Nov. 12 and went into seclusion to undergo treatment for addiction to painkilling drugs.

The bodyguards said in their lawsuit that after being fired they were harassed by Mr. Jackson's lawyers and followed by a private investigator to "prevent any investigation or inquiry dealing with allegations that Jackson had sexually molested young boys."

One of the plaintiffs said be was ordered to retrieve a photograph of a naked boy from a bathroom in Mr. Jackson's Encino, California. compound, where the performer's parents live. The former bodyguard did not say when the action took place.

The police searched the Encino compound earlier this month without revealing what they were looking for. (AFP. AP)

A Broadcast Ban The Associated Press

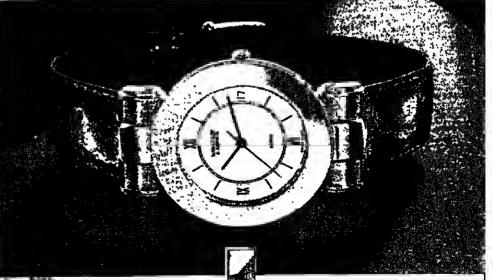
WASHINGTON - A federal appeals court struck down as unconstitutional on Tuesday a goverament regulation banning indecent television programs from broadcast stations from 6 A.M. to midnight.

A panel of the U.S. Court of Appeals for the District of Columbia Circuit set aside a regulation adopted earlier this year by the Federal Communications Commission at the direction of Congress. It also declared unconstitutional

the provision of the 1992 law that required the FCC to issue the regu-lation. The regulation is so broad that it violates First Amendment protections of freedom of expression, the panel said.

The court upheld the FCC's argument that regulation was needed to help parents prevent children from viewing indecent programs. But it rejected as too expansive the stated goal of belping the general public to be free of indecent pro-

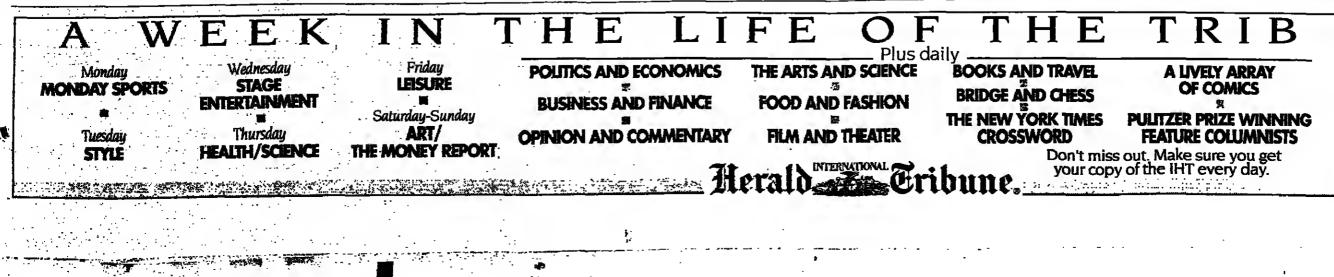
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Serbian Leader to Take Part In New Round of Peace Talks

The Associated Press

Page 4

GENEVA --- President Slobodan Milosevic of Serbia, widely seen as holding the key to ending the war in the former Yugoslavia, has agreed to talks next week with Bosnia's Muslim president that are aimed at restarting the peace process, United Nations officials said Tnesday.

International mediators also want to bring Croatia's president. Franjo Tudjman, the region's other power broker, to the table on Monday in Geneva, according to a spokesman for the mediators. Jnhn Mills.

He said the leaders from the former Yugoslavia were to meet Monday with envoys from the European Community, Russia and the United States, and that they probably would continue talks among themselves fnr several more days in the first full-scale peace negotiations in two months.

Bosnia's government rejected an international peace plan in Sep-tember, saying ethnic Serbs failed to offer enough land for a proposed mainly Muslim ministate. In New York, a UN official said

that Mr. Milosevic: the Bosnian Serbian leader, Radovan Karadzic, and the Bosnian president, Alija Izetbegovic, had accepted invitations to the talks.

Mr. Tudiman and the Bosnian Croatian leader, Mate Boban, did not immediately reply, said Alvaro de Soto, a special adviser to the UN

secretary-general, Butros Butros Ghali But it seemed likely that Mr.

Tudjman and his Bosnian ally would attend now that the other two leaders have agreed to come.

■ Aid Convoys Remain Idle UN officials argued with local commanders in Bosnia on Tuesday as emergency aid convoys re-mained bogged down five days afterwarring factions agreed to allow safe passage for relief deliveries, Reuters reported from Sarajevo. Only the southern town of Mos-

tar received emergency aid as planned on Tuesday, with UN trucks delivering food and relief supplies to Croatian and Muslim civilians in the disputed town, said Peter Kessler, a spokesman for the UN relief agency. The UN convoy left Metkovic,

inside Croatia, and arrived in Mostar at around noon. Mr. Kessler But Bosnian Serbian and au-

thorities in Belgrade were blocking four aid convoys to Bosnia, the agency said, and it remained un-clear if local Croatian commanders would let convoys through central Bosnia on Wednesday.

We were forced to cancel four aid convoys to Bosnia today," said Lyndall Sachs, a spokeswoman for the agency, the UN High Commissioner for Refugees. in Belgrade. "Nothing is moving and this is a source of great frustration."

Negotiations with Bosnian Serbian authorities were more successful in Sarajevo, where a Canadian transport aircraft evacuated 14 badly wounded men, women and children out of the city on Tuesday, witnesses said.

The group was made up of two children, three women and nine men, including a Serb shot in the chest by a sniper.

Bosnian Serbs, citing unsafe road cnnditions and fighting, blocked four convoys destined for the Muslim towns of Tuzla in northern Bosnia, Srebrenica and Gorazde in eastern Bosnia, and Sa-

rajevo, the UN spokeswnman said. "It seems to indicate the lack of commitment of some of the parties to adhere to the pledges" they had given the UN, she said

Political leaders of Bosnia's three warring factions had agreed to guarantee safe passage for aid convoys at a meeting in Geneva on Thursday

The United Nations canceled convoys on Oct. 25 when a Danisb truck driver was killed. Relief workers say that up to 3 million civilians are in dire need of emergency aid.

UN military and aid workers said renegade local commanders were the main obstacles to getting aid to civilians suffering from cold and bunger.

tal technology company that makes

and sells air-pollution control

equipment for combustion engines

and industrial use.

STOCKHOLM - Prime Minister Carl Bildt of Sweden is to visit "This has been an issue all along," said Mr. Kessler, a UN Russia early next week, his office said Tuesday. relief spokesman in Sarajevo.

ping nuclear technology to Iran. And, despite the differences with France over world trade talks in Geneva, be told a reporter from the Paris daily Le Figaro that Ameri-ca's relationship with France was "so much broader" than disagreements over trade. Europe's feathers are becoming ruffled at a time when leaders in

diplomatic.

Britain, Germany, France, and Italy are finding themselves increasingly under fire as a result of the

Continued from Page I

remain in place on 21 October Road near Victory Base despite a proposal to forcibly remove them made by Major General Carl F.

Ernst, commander of the task force

assigned to beef up American fire-

tions to reopen the road have been

Swedish Leader to Moscow

Agence France-Presse

Iohammed Farrah Aidid's militia

He declined, for example, to crit-

icize Germany for reportedly ship-

EUROPEANS: Christopher, Citing Allies' Role, Seeks to Mend Fences MUTILATE: topher went out of his way to be pose of institutions such as the America. North Atlantic Treaty Organization and the Conference on Securi-

ty and Cooperation in Europe now you get issues like Bosnia, Russia and GATT," said Rozanne L. Ridgway of the Atlantic Council, a private foreign policy group. "If Europe wasn't going through a pe-riod of transition, some of these things, including the relationship

with the United States, could probably be better managed." For their part, European diplomats are eager to knock down any

rebuffed by Lieutenant General

Cevik Bir, commander of UN

forces in Somalia, with support

from U.S. officers on General Bir's

staff and from the U.S. Central

Command, which oversees Ameri-

"The circninstances have

"A few weeks ago, Somalis hated

Americans and were dragging dead

U.S. bodies through the streets," he

said. "Now they're praising Ameri-

In recent weeks a fragile cease-

fire has restored some calm to

Mogadishu. The UN Security

Council rescinded its order to ar-

ca and flying American flags."

can forces here, the officers said.

power bere, according to two U.S. changed since early October when officers. President Clinton laid out his in-

General Ernst's recommenda- peratives," a UN official said.

One Western European diplo-

mat noted that, despite the rhetoric

One diplomat noted that direct American investment in Europe is

Continued from Page I Continent's sour economic perfor- notion of a rift ranning across the \$78 hillion. And, for all the talk of unusual for a secretary of state. But mance. In addition, European lead- Atlantic or of shrinkage in En- the rapidly growing economies of the journalists said that Mr. Chris- ers are trying to figure out the pur- rope's economic importance to Asia, if Japan is taken out of the

\$239 billion. In contrast, direct the United States in Asia is a state United States investment in APEC, ment of fact," Mr. Christopher told once Canada is removed, is only the group.

Still, in his talk with the European journalists, Mr. Christopher re-

hygicuic, that it keeps a girl chaste, that without the ritual she cannot stid a get a husband and therefore the nily cannot get a dowry. One father recently told a Paris court that he had his infant out "so that later she will behave herself." After health officials concluded that 10 years of criminal prosecu-

tions and pressure from doctors and social workers had not been enough, the French government this month hunched its first public information campaign against the protectice.

Configured from Page 1

alalon

Alundar

War O:

In Paris neighborhoods with large-mimbers of African immiranis, some 10,000 posters have pratics, some rotoro posters may been put up in maternity clinics, doctors' offices, social centers and public housing. The posters show an African family under the headline: "We Protect Our Little Girls." A large X is drawn through a razor blade. The text warms that, "female sexant montilation" in France "is

In her office, Miss Weil-Curiel, who is 50, says that change has been slow since 1983.

in the name of tradition, there would be an outery," she said. "Bur here the sex of a future woman is cat off, and people are willing to defend it or turn away." It is up to women, she said, "to

force this onto government agen-

On December 9, the IHT will publish an Advertising Section on

EUROPEAN ECONOMIC REVIEW

said.

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Stanley R. Rich Dies at 76, **Invented a Scanning Sonar**

New York Times Service oped a scanning sonar for which Stanley Robert Rich, 76, an enthe navy got the patent and Mr. Rich was awarded two official trepreneur and inventor who devised a scanning sonar for subma-rines in World War II, died Sunday rendations

Daniel J. Krumm, 67, Led of cancer in Cambridge, Massachu-Maytag Appliance Makers

Mr. Rich retired last month as DES MOINES, Iowa (AP) -Daniel J. Krumm, 67, who led chairman and technical director of Plasmachines Inc. in Natick, Mas-Maytag Corp. as it grew into a \$3 sachusetts, the last of several venbillion global appliance business, tures he started over the years. died Monday of cancer. Plasmachines is an environmen-

Mr. Krumm stepped down as Maytag's chairman at the end of last year, shortly after completing his 40th year with the company. He remained on the board of

He was granted more than 60 directors. U.S. patents and about 500 foreign The Reverend Cornelius Aloysius ones since he began his career with

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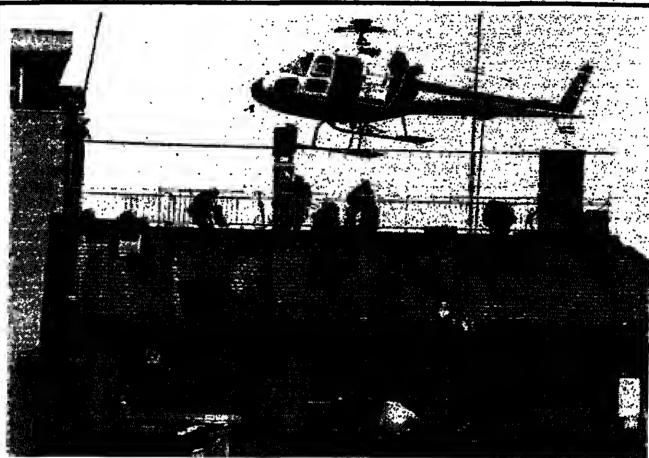
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Philip Forster, 74, founding dean of the Navy Department of Civil Serthe Providence College Graduate vice and the Harvard University School of Arts and Sciences, died Thursday in North Providence, It was at Harvard that be devel-Rhode Island.



done across the Pacific than across bucks than a 10 percent growth in that the Soviet threat has receded. the Atlantic, if one removes Cana- the Singapore economy," da from the Asia-Pactic Economic British official. "Then in the middle of all this

Cooperation forum, the figures are comparable. And, as one administration official noted, the United States is running a modest trade surplus with Western Europe.

of the 29,000 UN forces have re-

mained barricaded behind their

For the foreseeable future, offi-

cers said, that is where they will

remain. Periodic discussions with

General Aidid's faction have thus

far failed to find a compromise that

would allow troops to resume pa-trolling without the risk of another

"The 21 October Road has be

bloody confrontation.

strongholds or on ships at sea.

iterated that the Civiton adm tration saw the potential growth in American trade coming from Asia and not Western Europe.

Ritual Under Fire equation, many of the other APEC for the centuries-old practice, such as the erroneous belief that the Koeconomies are rather small. "A 2 percent growth in the Gerran commands it, that it is more

about bow much more trade is man economy is worth a lot more

"The primacy of opportunity for the United States in Asia is a state-SOMALIA: An Idled U.S. Military Machine Without Much of a Mission

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rest General Aidid, and efforts to come more a political symbol them find a political solution to Soma- a military need." a UN official lia's chaos have begin focusing on said. "It would be nice for us to a humanitarian aid conference have that road open; it would be a initialitation of the content of the first of the first of the first we have to the point of the first we have to first of the first we're going to have to first. Since an Oct. 3-4 firstight in back. It's a crowded neighborhood, which 18 soldiers were killed, most and civilians would get killed."

liable to imprisonment To our readers in Germany

"If immigrants cut off a girl's car

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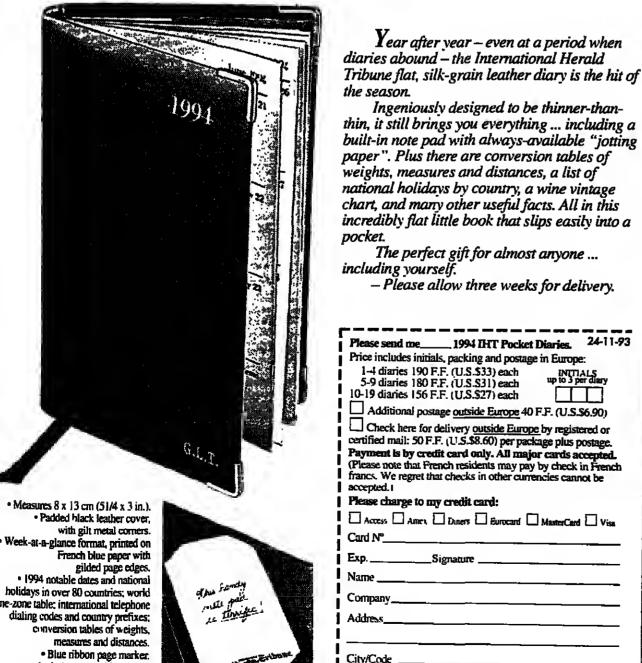
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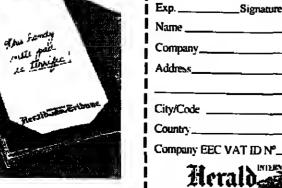
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Policemen Evict Scores of Squatters in Zurich

Some of the hundreds of policemen and fire fighters who descended on an old factory complex near Zarich's central train station on Tuesday and cleared out what had become for more than two years the country's biggest haven for squatters. Only 40 of about 120 resident squatters left voluntarily. The squatters had earlier refused an offer by the building's owner to provide the squatters with another building on the city's outskirts, saying the proposed site was too far from the city center.

ITALY: Nation Apparently Heading Toward a New Phase of Instability

Continued from Page I sands of layoffs, would jeopardize a tenuous labor truce. Italy's economic difficulties, coupled with the political uncer-taintics resulting from the voting on Sunday, have rattled the coun-try's financial and stock markets. The Italian ira plunged again in value Tuesday, hovering near the 1,700 level against the dollar. In midafternoon trading in New York, the lira was quoted at 1,693 to the dollar. (Page 11)

Leading businessmen, like Fiat's and businessmen say. The former Giovanni Agnelli and Olivetti's Communists, the separatist-mind-carlo De Benedetti, are clamoring ed Northern League and the neofor a purge of Italy's political sys-tem before lasting damage is in-flicted to the world's fifth-largest industrial democracy.

In that sense, some industrialists Achille Occhetto, the leader of found grounds for optimism in the municipal vote. They believe the sitting government and parliament the Left, or PDS, said the party had

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will no longer be able to plead for emerged from the election as the gration controls and the death pentime to carry out changes and will have to make way for a fresh generation of leadership.

"The message is clear," said Luigi Abete, president of Confinelections. dustria, an association of Italy's leading companies. "The transition phase is over, and we have now begun the construction of a new

The next stage of Italy's revolution, however, does not inspire much confidence, political analysts ed Northern League and the neo-Fascists are jockeying to fill the void at the center, but have failed to come up with persuasive policies League." to cure the country's ills.

country's strongest political group-ing and should serve as the focus of But the chances of any of those the next government after early parties forming a stable ruling coalition appear slim. Public confi-dence in their ability to cope with

He said his party no longer rep-resented Marxist dogma, but rather "a contral, decisive, reformist and modem force with strong sensibil-

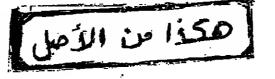
wane while corruption investiga-tions pursue official links to orga-nized crime and joblessness heads inexorably higher as Europe's Mr. Occhetto's reach for the po-Mr. Occhetto's reach for the po-litical middle ground was quickly challenged by other reformist movements. Umberto Bossi, the leader of the Northerp Lesson that leader of the Northern League that wants to divide the country into

nearly wiped off the political map with 1.2 percent of the vote, the wants to drvice the country muo three autonomous regions, de-clared that "a center party does exist in Italy, and it's called the ideologies. Mario Segni, a respect-

ed political reformer from the Gianfranco Fini, meanwhile, the ranks of the Christian Democrats, head of the neo-Fascists, said his has promised to create a new party party had responded best to voter demands for law and order, immibut has failed to build much of a base.

multiple crises seems bound to

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Catalonians Open A War of Words In Schools, No More Spanish

By Alan Riding New York Times Service

SALOU, Spain - When classes resumed here on Sept. 15, young children attending the Santa Maria del Mar primary school brought home a disturbing bit of news for their Spanish-speaking parents. In the future, they would be taught only in the language of Catalonia.

Many parents were funious. This proud region of northeast Spain has long been promoting Catalan as a way of reinforcing its identity

But until now, with Spanishspeakers accounting for about half its 6 million residents, bilingualism has been the norm in many schools.

The decision to expose children from the ages of 3 to 8 only to Catalan was therefore a signific step in the campaign to make Cata-lan the dominant language of the region. And since language, culture and politics are all interwoven here. a stormy debate was bound to fel-

Spanish-speaking parents in Sa-lon, a resort 70 miles (110 kilometers) south of Barcelona, are lead-ing the protests, but they have been joined by parents from elsewhere in a. And together they have Catalo formed a Committee in Defense of Spanish to give weight to their de-mand that their children be taught in Spanish

"We cannot allow Spanish to be appressed when this is the official language of Spain, a language spo-ken by over 300 million people, a world language," said José Ignacio Allue, the committee's president. We can't have it replaced by a language spoken by just 2 or 3 million people."

Angela Diest-Barsch, a local mother, saw politics behind the change. The regional government has a fixed idea that Catalonia should become a sovereign nation. she said. "And the quickest way is to take kids at the age of 3 and teach them Catalan and Catalan nationalist sentiments."

The regional government, known as the Generalitat, denies any sepa-ratist ambitions and notes that when democracy returned to Spain in 1978, Spanish and Catalan were recognized as co-official languages of this region. Now, it says, its only goal is to ensure that everyone is. bilingual

In practice, though, because the teaching of Catalan was banned during the long. Franco dictatorship, the regional government has ven priority to its use, not only in schools but also in the region's civil. service and Parliament.

Last year, it even insisted that Catalan be recognized stan official language, along with English and, French, at the Summer Olympic Games in Barceloua:

Some Spanish-speaking teachers complain that they are denied promotion because they have no Catalan language diploma. Mr. Allue was given police pro-tection in September after he recrived anonymous threats from Catalan separatists, while Esteban Gómez Rovira, a lawyer who now represents the commi ice, was sent a parcel bomb when he first began campaigning against "imposition of Catalan in the mid-1980s. The language dispute might have stirred little interest, however, were

it not for the age-old distrust be tween Madrid and Barcelona. And with the rightist Madrid newspaper ABC asserting that Cat-alonia was doing to Spanish what

Franco did to Catalan, indignant politicians in Barcelona have been nick to denounce anti-Catalan hysteria. As it happens, the minority So-cialist government in Madrid has

been strangely silent on the issue cause it needs the support of Catalonia's government party, Conver gencia i Unio, to get its bills through the national parliament.

In private, though, many govern-ment officials concede that the alliance is an uncomfortable necessity. Yet it was Mario Vargas Llosa, the Peruvian novelist, who raised perhaps the most penetrating question. Recalling that Barcelona was

an open and cosmopolitan city when he lived there in the 1960s, he wondered whether it was being isolated culturally by its obsession with the Catalan language. Nonetheless, the regional gov

ernment has further plans to pro-mote Catalan by requiring its use in advertising and establishing a quota of movies that must be dubbed into Catalan. And in the dispute

about Catalan "immersion" in primary schools, it is not about to hack off. Now, affected parents are hoping that, in a case to be decided in mary, the Supreme Court in Madrid will rule in their favor. But if

they are again frustrated, some at least are ready to leave Catalonia. transferred," a young teacher said.

Interior Minister

Resigns in Spain

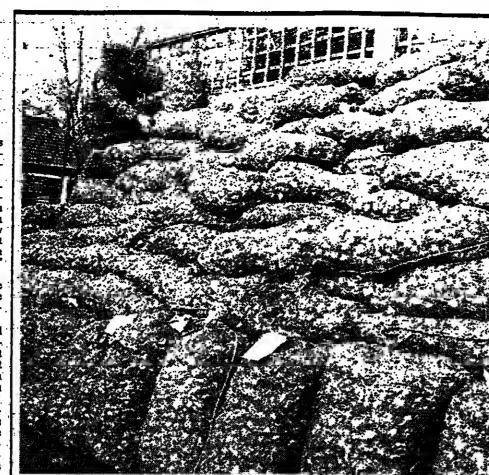
MADRID - Interior Minister lose Luis Corcuera Cuesta said Tuesday that Prime Minister Fe-lipe González had accepted his resinstion over a Constitutional Contraining against part of a new law on police powers. His decision to leave costs Mr. González s minority Socialist gov-

connent one of its most outspoken

chitect of unijor successes against

the Basque separatist guerrillas of

nisters and the ar



TRUMPETING SPRING EARLY --- Daffodil bulbs stocked at St. James's Park for planting in London. Sotheby's donated a million bulbs for the anction house's 250th anniversary next year.

Death Toll Hits 34 As Europe Shivers

The Associated Press PARIS — Record cold, blamed t at least 34 deaths, persisted tescare in a second cold, blamed to on Sanday for at least 34 deaths, persisted Tuesday in parts of Europe,

Tuesday in parts of Europe. Three 4- and 5-year-old girls prompting the French Army to drowned when they plunged send out troops to feed the bame-through the ice on a pond in Oberviechtach, southwestern Germany. less in Paris. Two platonns of French soldiers

Two platonns of French soldiers A1 least 17 people, including sev-served hot meals to the homeless at en homeless people, have died in two abandnned Metro stations that France since the cold wave began, have been opened for shelter, at prompting officials to take new east until Monday, in an effort to measures to provide help for the prevent more exposure deaths poor and pr not enough is being done. Abbe Pierre, 81-year-old crusad A homeless man was found dead

uesday under a bridge at Sainl-Maur-des-Fosses, an eastern suburb of Paris. The police said he appeared to have frozen to death

A 75-year-old man died in a house fire al Clermont-Ferrand, in France's Massif Central. The fire Monday announced il would make vas blamed on a gas heater that had been lurned up to the maximum. The temperature had fallen for the homeless, there to minus 11.8 degree centi-grade (10 degree Fahrenheit) over- most of Enrope France said.

were reported in Germany, Britain

BANGKOK — Libya's ambas-sador 10 Thailand said Tuesday his

voking criticism that

er for the poor, vowed in fight a

proposed law to make it easier to evict squatters. "I will belp any

said in Paris

family to force open a door," he

The Paris Regional Council on

available 41 million francs (nearly

\$7 million) for emergency housing

Freezing lemperatures across

country had no plans to expel thousands of Thai workers, and he called for an improvement in relations between the two countries.

Thais Won't

Be Expelled,

"The reports on the plight of Thai workers were the result of misunderstanding." Mohammed Ali Mohammed Hanesh said after talks at the Foreign Ministry.

A Foreign Ministry spokesm said the ambassador had suggested that in prevent further misunderstandings, the two governments should consider the exchange of resident ambassadors.

Mr. Hanesh is accredited as am bassador to Thailand, but lives in Kuala Lumpur, the capital of Ma-laysia, 10 which he is also accredit-

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"It is possible to have a Libyan embassy here," a Thai Foreign Ministry spokesman said.

The Libyan leader, Colonel Moammar Gadhafi, threatened this month to expel 10,000 of the 25,000 Thai workers in his country because of alleged Thai acceptance of U.S. charges that 200 of them were involved in preparing sites for chemical-weapons plants

most of Enrope resulted from a high-pressure pattern over Siberia night, the lowest November reading in the region since they were that blocked warmer Atlantic air first recorded in 1923, Méléo from reaching the Continent Forecasters expected no letup until the Other record lows for the month end of the week Snow has fallen over much of and Romania. Heavy spowfalls northern, eastern and central Eucaused flight delays and cancellarope, including England and centions at several airports in Dentrai Italy. Among the other deaths, six were reported in Italy and four in Pomark on Tuesday. In Germany, seven bomeless men have frozen to death this win-

If you can't make it to the end of the test, your company may not make it to the end of the decade.

Page 5

But while Catalans are clearly delighted by the renaissance of their Romance language, which is closely akin to Provençal, this traditionally prosperous region' has long drawn immigrants from poorer parts of Spain.

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And, as Catalan nationalism has grown in recent years, many Span-ish-speakers have begun to feel victims of subtle discrimination.

ETA in the last two years. Mr. Corcucra, 48, interior minis ter for five years, presented his res-ignation last Thursday when the court rejected a key part of the law that would give the police wide powers to pursue criminals, especially, in drug-related cases.

but respected mit

Hosokawa Is Linked **To Suspect Donations**

TOKYO - Prime Minister Morihiro Hosokawa, whose popularity with his countrymen is based on a reputation for probity, received po-frical donations of 19 million yea from the scandal-tainted Sagawa Kyubin trucking group, the Tokyo daily Asahi Shimban said Tuesday. A document submitted by Mr. Hosokawa to a parliament committee showed that the donations; equivalent to \$178,000, were made in 1990 and 1991 by 10 Sagawa Kyubin group companies, the newspaper said.

The document did not specify the names of the companies that gave the money to Mr. Hosokawa's two political groups, Shin Showa Study Association and Financial and Monetary Research Association. The opposition Liberal Democratic Party and Japan Communist Party are expected to press the prime minister to disclose the

Asahi said the Sagawa money was not mentioned in a political

fund report submitted by Mr. Ho-sokawa to authorities because the donations were made little by little. Under law, a political donation of less than 1.5 million yen need not be reported to authorities. The newspaper indicated that Mr. Ho-sokawa might not have violated the political fund control law because each donation from Sagawa was less than a million yen. But suspicion remained that Mr. Hosokawa might have tried to con-

ceal the fact that he had received Sagawa money, it said. Mr. Hosokawa submitted the re-

port to parliament because the opposition parties demanded it, the newspaper said. He said in an interview in May that political donations to him in

the past several years might total 25 million ven at most The former Liberal Democrat kingmaker, Shin Kanemaru, resigned as vice president of the party in August last year for taking 500 million yen from Tokyo Sagawa

Kybubin Co.

CLINTON: Offer to North Korea

Continued from Page 1 longer can be sure North Korea is not building a nuclear weapon.

U.S. government intends to make clear to North Korea that if it permits even limited inspections, then a new set of high-level American-North Korean talks could address a broader range of issues, including tion of diplomatic recogn

tion of the Pyongyang regime. The administration is also ready to suspend — though not cancel outright — the U.S. South Korean military exercise called Team Spirit scheduled for next year, officials said. The administration would continue planning for Team Spirit but only conduct the exercise if the North Korea talks collapse.

ognition and winning access to air-to-air missiles.

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Western trade and investment cap-

ot building a nuclear weapon. Administration officials say the S source interviewed interv ternational Peace, said Monday that is remained unclear whether the South Korean president would go along with the softened U.S.

(AP, Reisters)

U.S. Missiles for Seoul The United States plans to sell

317 air-to-air missiles to South Kores for \$169 million to help bolster that country's defense capability, Renters reported Tuesday from Washington, quoting the Pentagon.

The transfer would include 190 Advanced Medium-Range Air-to-Air Missiles, which can be fired at North Korea, whose economy is targets from over 30 miles (45 kilo-in deep difficulty, is mainly inter-ested in American diplomatic rec-and 127 shorter-range Maverick

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When you CUSTOMERIZE, you put the customer at the heart of your world, rather than the periphery. By embedding customer service objectives within your information strategy, Unisys will help you extend the full capabilities of your enterprise to the points of customer contact - the points where business is won or lost. We'll help enhance your ability to receive information from your customers, and communicate information to them, creating an information flow which leads to bottomline results. As customer service rises to a time tons mitter Vil. 1. To make a company most responsive to its constantiations mitter able to advant new cost. 2. To constant the its pression of the second sec

higher level, so will your ability to make new customers, build your relationships with them, and

generate revenue.

O 1991 I tenne Ca

How to begin? The perfect starting place is our CUSTOMERIZESM assessment. Experienced Unisys business consultants will team with you to evaluate the information flow between you and your customers, identify any barriers to communication, and design technology solutions tied to achievable business goals. We'll commit

1

ARE YOU CUSTOMERIZED?

1. Do you have an input customers as you want? om line be too healthy? Of course Can a both

not. And neither can a growth-oriented company have too many ensumers. They it the engine that raies revenue.

2. Are your customers <u>as loyal</u> as you want?

It's one thing to gain customers. It's another to keep them. The strength of your business depen ingely upon your ability to sostale a relationship with customers.

3. Do you generate as much business from each customer as you want?

O'Yes O'No . A critical component of business growth in increased sales content. To maximize each busi opportunity, you need a way to leverage your entire organisation -- to bring it totally to bear at the point of

4. Do you <u>really</u> know what your custamers want:

Are you alert to every product your customers could use? Every service that might interest them?

Every transaction they're prepared to make? Every sale they'd allow you to follow through? Are you thoroughly plugged into your market? 5. Does your entire organisation know what your

COLUMN TO MAKE O'Ves ONo

mer orientation has limited value unless A coste it's embedded in the very heart of an enterprise- at all levels, and at every place that directly or indirectly

5. Is your information strategy formed on helping you liesr what customers a trying to tell you?

The next best thing to reading your customers' minds is listening to what they'rt saying. But onless you're constantly uned in to customers' signals. you're missing messages that could guide you to greater results for your business.

to adopting a vendor-independent approach to the assignment. And we'll apply our industry-



2 Can your organisation respond quickly to what customers and markets are talling you? Dies DNo

When the flow lines of your information system are not within your customers' reach, you won't always sense when opportanity knocks. But even if you do, acting the message is not enough. If you can't reply rapidly to market signals with information, and services, revenue on

8. Does your information strategy enable the proactive delivery of information to your stomers?

D'Mes D'No

Many business plans underestimate the of information to build customer relationsl ate the power or mormation to build canonier relationships. But imagine the advantage of an information tech-nology strategy that transforms information into customer-generating, revenue-generating fuel.

9. Are the full capabilities of your organization accessible to your customers at all your field ations?

O Yes O No

An office, A branch. A retail site, To a customer that's your company. One small part of the whole. Which is why you need to leverage your entire organi sation by extending its capabilities to each point of er contact.

18. Does your information strategy reflect the bottom-line importance of customer service?

Business is built on customers. Without them, there is no bottom line. Government is also built on customers, the public. And whether you're in the objective of an information strategy is more no obje tal than enhanced coston

The Bottom Line. If you answered No to any of these questions, you're not yet customerize But you might well agree that this simple lest suggests the enormous advantages of becom customerized. And as the leader at custome nent, Unisys will work with business and governa you to provide the answers you need.

leading expertise at ensuring that an information strategy pays off, not merely shows off. For more information, fax Graham Roberts on (44) 895 862807. Ask for our CUSTOMERIZESM

assessment and discover how we can help your organisation earn high marks in an increasingly customer-driven era.



10N 0 P I N

Herald Fribune. BLISHED WITH THE NEW YORK TIMES AND THE WASHINGTON POST

Merely a Start in Italy

This is not yet an Italy rehuilding its shattered politics; it is an Italy still groping through the rubble. Dismay is the wrong reaction to Sunday's local voting in that confused country. The Italians are not, as some people fear, henceforth condemned to a choice between a wild right, an incoherent left and a bunch of potential northern breakaways. Sunday's vote made it clear which parties may well be excluded from Italy's reconstruction job, but it did not reveal the building blocks of the new order. That will take much longer.

Page 6

The parties that make up Italy's present government (13.7 percent of the total vote on Sunday between the four of them) are almost certainly doomed in their present form. The revealed corruption of Italian public life has been too huge, and too nearly all-inclusive, for those who presided over it, as they stand now, to escape obliteration. But these parties above all the Christian Democrats - were anyway the products of the Italian society. and the Italian psychology, of 40 years ago. Even without the great scandal, Italy was starting to need something different.

It is harder to see what is going to replace them. The best vote winner on Sunday, the Italian Social Movement (14.4 percent), paints itself as an honest conservative party, but still draws neo-fascist thugs to its rallies. It has little intellectual coherence, and no program fit for the government of a major European country. It is a meeting place for the disgrun-

tled, not a foundation stone for a new Italy. Next came the ex-Communists of the Democratic Party of the Left (14.1 percent), who with a variety of green and pink allies provided Sunday's nearest approximation to a serious all-Italian political force. But Italy's ex-Communists have not yet cut themselves quite clear of the Marxist past, and so are still suspect to most Italians. The curious mixture of allies they fought alongside on Sunday is probably not strong enough to stand the strain of national politics. The supposed new left remains a question mark.

So does the Northern League, with its smaller regional cousins. So far, the chief target of these angry northerners has been (rightly) the corruption of the politicians of the old order and (perhaps less rightly) the subsidies that the north of Italy pays to the south. Neither of those things is a qualification for becoming the government of the whole of Italy. Yet the League still shrinks from an open declaration of northern independence.

Out of the ruhhle. Italy will one day create the sort of party system it will need in the post-ideological 21st century — a center right that wants to concentrate on economic efficiency, a center left that prefers to lean toward social compassion. Some of today's fragments will be huilt into that new system. Bui Sunday was just a start. It could take years to complete the joh.

INTERNATIONAL HERALD TRIBUNE.

China Lets Clinton Down

Braving criticism by human rights activists and their supporters in Congress. President Bill Clinton held out the hand of diplomatic compromise to China's president. Jiang Zemin, in Seattle last Friday. What he got in return was an unvielding lecture on China's hard-line positions. Nobody realistically expected China to announce dramatic changes in its human rights, arms sales and trading policies on the spot. But by failing to reciprocate Washington's carefully planned package of goodwill gestures. Beijing confounds the Clinton administration's efforts to reverse an alarming slide in U.S.-Chinese relations.

Washington took the initiative to repair relations in September, shortly after imposing sanctions over the Chinese transfer of missile technology to Pakistan. Talks on trade issues were going nowhere and Beijing had made no significant progress toward the human rights goals that Mr. Clinton had made the hasis for renewing China's favorable tariff status next year. Without surrendering hasic principles, Washington softened its tactics - toning down its rhetoric on human rights, loosening restrictions on sales of military technology

and ending four years of punitive restrictions on meetings between high-level officials.

The idea was to take more account of Chinese considerations of "face." The administration replaced unilateral demands for Chinese concessions with offers of dialogue. And it gave priority to issues already covered by Chinese laws or hilateral agreements.

The highest-profile gesture, to citizens in both countries, was Mr. Clinton's personal meeting with Mr. Jiang, held on the sidelines of the Seattle economic summit meetings. But, given China's obsession with issues of "face." it was strange that Mr. Jiang offered no gestures of his own to protect Mr. Clinton's political position.

Even so, Friday's meeting was not wasted. Each side had a useful opportunity to learn exactly what was on the other's mind, If, over the coming weeks and months. China begins to respond substantively to America's main concerns, relations will surely warm. But hy rejecting the president's outstretched hand, Beijing once again undermined its supporters in the United States and armed its critics. - THE NEW YORK TIMES.

Back to Death Squads?

Central America is widely thought of as a region that moved in the 1980s, at immense cost from civil war to democratic renewal. But this hopeful judgment is still far from being confirmed by events, and nowhere more

is being put on the "Truth Commission," which the United Nations appointed to probe Salvadoran war crimes. Feeling that more facts were needed, the commission did not publish findings on some explosive allegations.

It's Time For Japan **To Lead**

By Gustav Ranis

BERLIN - Japan has shown great reluctance to enter the international arena at any level commensurate with its economic power. Vivid memories of World War II plus MacArthur-imposed constitutional prohibitions prevented it from participating actively in military con-tainment efforts during the Cold War. On international economic issues, Japan has been consistently hesitant, given its lack of experience and trained personnel, as well as, most importantly, the left need to focus rather exclusively on keeping critics

of its trade surplus at bay. Japan today essentially continues to play the role of international hermit. just when U.S. uncertainty and withdrawal symptoms are creating a vacu-um that clearly beckons to be filled.

The one exception, Japan's gener-ous and expanding foreign aid effort, which has made it the world's largest donor, only supports the point: recycling those worrisome trade surpluses, paying for much of the Gulf War, being generous to Russia even as the Kuril Islands issue remains unresolved, are all part of traditional Japanese passivity plus a desire to take the attention off trade by yielding to U.S. pressure elsewhere.

Recently there have been mild signs of a newfound assertiveness: in raising the issue of voting power in international financial institutions, in forcing the World Bank to re-examine its explanation of the East Asian development "miracle," and in hinting that the time may have come for mestic political reform and taking charge of its "ruling bureaucracy," but also by exerting some much need-

cupied Clinton administration would be willing to see Japan flex its muscles and become an active partner. We know that a rumored Japanese with action. It has neither the cash nor the stomach for it - witness Bosnia, Somalia and Haiti.

Could the new, presumably weak Urugnay Round; that Japan could government in Japan surprise us all - not only hy pushing through dohelp resuscitate a "new world order," currently in shambles; and that Ja-

ed international leadership at the end of the Cold War just as the United States was forced to do in the 1950s? And perhaps, although it may seem unlikely, a domestically preoc-

initiative on rice could help rescue the

By TOMASCHOPP in the Rhoi

pan could usefully bring its historical experience to bear on transition and development processes around the globe. The United States and Europe may be too tired or self-absorbed atpresent to worry about the current yawning vacuum in leadership and ideas. This could be the time for Ja-pan to step forward — and shame the rest of us into action.

The writer, professor of international economics at Yale University, is a fellow at the Institute for Advanced Study in Berlin. He contributed this comment to the International Herald Tribune.

Giving Beijing Every Chance to Clean Up Its Act

N EW YORK - Sometime in June we and they will find out what Bill Clinton was able to accomplish in Seattle,

Results on the economie agenda, the president's hopes for a great Asian-Pacific-American trade zone, will take a lot longer to judge --- years. But by June we who hive in freedom and they who live in prison cells for asking for freedom will find out whether the president will get action from Beijing on

Washington's modest human rights proposals. By July 3, 1994, the president has to announce whether the Communists are treating Chinese political prisoners and the captive nation of Tibet with any greater sense of decency. If not, he is bound by his own signature on an executive order to cancel China's privilege of paying lowest avail-able tariffs on exports to the United States, a privilege extended to most nations. That is the

expressed desire of Congress. In Seattle, the president concentrated publicly on his vision of a united economic future. Fau enough - that is why he invited the heads of government to come and talk. But I am told by officials I trust that the president did not gloss over the human rights confrontation when he met Jiang Zemin. He put it all before the Chinese president.

The U.S. requests are: Release sick political

By A. M. Rosenthal

forced labor as a cost cutter in foreign trade. And talk seriously with the Dalai Lama about easement and hope for Tibet, Mr. Jiang did not give an inch. But American specialists hope that he carries the message clear: This White House does not want to lift the tariff privileges but means business and will do so if

Beijing fails to move. Now, there are ways for Washington to get out of that, like accepting symbolism and promises. But, unlike his predecessor, Mr. Clinton did put it straight to the Chinese. There is no reason to

assume now that he will wiggle out of his word. But trusting the president does not mean being stupid about Beijing. Americans act as if the Communists are dim-witted children. All we have to do is talk in a loud clear voice so they will understand. Then, offer them cookies, to swallow with the human rights medicine. That is what the United States is doing now -releasing a cookie high-tech computer, talking about selling cookie components for a nuclear plant.

The Communists are not fools. They scream that talking human rights to them is gross interference, but they know that is hogwash. They have signed quests touch the tiger-teeth laws and police power that are the basis of their control. Yet they grab the cookies and throw the medicine on the floor. They .

won't chance a loss of total control. Interesting about dictatorships: with the largest army on earth, and economic boom, still the Communists tremble at the thought of human rights. And they do not believe that the United States really means business. Why should they, when it, did not follow through before and now affers a new batch of cookies?

Beijing knows, too, that the U.S. business com-munity is against making rights progress a condition of trade with China.

I gaze in fond wonder at my business friends, virtuosi of a money piano I don't know how to play. The profit motive fuels the world. But used . to help build up dictatorships it has flooded the engine with war and death, from Ditter to Tojo to Saddam Hussein.

Nobody asks for "isolation" of China — that is a straw herring. The human rights community --Americans in every part and party of the United. States — simply says that when we do business with a government that rules by torure and slave labor, we do not have to give the best possible terms. That reasonable when the tort

As Winter Takes Aim At Bosnia

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By Shep Lowman

W ASHINGTON - Once again miger humaniferian disaster in Bos-nia. Half of Bosnia is already snowcovered. A hard winter looms.

coverent, A nard winner forms. Last year, though fighting contin-ued through the winner, some roads stayed open and the UN was able to keep up at least minimal levels of deliveries. This year, commercial sup-plies from the Dalmatian coast into pages from the Daimalian coast into central Bossis have been blocked for months and UN relief convoys great-ity restricted. Monwhile, the people's physical resistance has been reduced by another year of privation. Millione another year of privation. Millions of lives are at risk.

Many steps must be taken. Recent efforts by the United States and the

efforts by the United States and the European Community to ensure that humanitarian supplies can get through must be pressed forward. The Serbs control gas and electric lines into Bosain. They thus control supplies of power, in Sarajevo and elsewhere, needed for heat, the bak-ing of bread, the transmission of wa-ter, and other critical purposes. Con-centrated interminional messure must centrated international pressure must be brought on Serbia to allow these energy sources to flow, and also to permit the delivery of relief supplies to Muslim enclaves in castern Bosnia, which will be harder to supply by air

during the winter. Bosnian Croats largely control the entry of relief supplies from the coast by road to Sanajevo and central Bos-nia. Every effort must be made to press Croatia and the Bosman Croats to let humanitarian supplies flow

during the winter. But there, are no stockpiles in place, and hansh weather and deteriorating road conditions threaten to block many smaller mountain roads used last winter. Deliveries into central Bosnia are likely to be far short of the need, even if the Croats can be

induced to cooperate. Nearly 1.5 million people are now in the Tuzia area. The effort to open the Tuzla airport for relief operations has become critical —it could make a major difference in the numbers of deaths due to mainstrition, exposure

and Hness this winter. Sadako Ogniz, the UN high com-missioner for refugees, has under-lined the threat. This winter spells real disaster," she said. Without peace, I don't know whether the humanitarian catastrophe can be avoided." But peace still seems distant. So the view of the courageous high commissioner underlines the need for a major effort to avert disaster.

For example, if the roads continue to be blocked, it may soon become imperative for UN troops to make use of the UN Security Council anthorization to use force when neces-sary in the delivery of humanitarian supplies. The Serbs simply cannot be

Perhaps most shocking is the fact

that the international community is again approaching a Bosnian winter

with a shortage of funds - mostly for

Until recently the United Nations

briefings in Zagreb and Sarajevo

stressed that the critical problem was

to gain access to those needing help,

not the availability of resources.

Imagine, then, the distress of the pri-

bureaucratic reasons.

Japan to have a permanent seat on the UN Security Council. Essentially, though, Japan remains a reactive player, whether on GATT's Uruguay Round of world trade talks, Describes whether the same Bosnia or even China, where the com-mercial stakes are high. At the same time the United States is finding it increasingly difficult to match its continued global leadership rhetoric

so than in El Salvador. Fresh death souad assassinations have raised the specter of reversing the country's frail gains.

In El Salvador's United Nations-sponsored peace agreement, the Marxist guerrilla FMLN pledged to abandon arms for the vote, and the government undertook to open a safe political space for it. The opposition's good faith has been put into some doubt by the discovery of FMLN arms caches, including one in Nicaragua, and by left-wing threats. In no doubt, however, are a string of assassinations culminating in the murder of several prominent FMLN figures; the slow official pace of disarming the right as well as the left and setting up a clean civilian police is also disturbing. Unrestrained, these developments could yet spoil the national elections - the first of the new order - scheduled for next March.

A peculiarly Salvadoran element now shadows the country's politics: the threat of disclosing names of civilians and military men associated with death squads. New pressure to tell all

administration. Intent on keeping the focus on the March elections, it is not eager to confront a Salvadoran government that contains forwardlooking as well as retrograde elements. But earlier this year it responded to a call by a Democratic Congress to open Reagan-Bus State Department, Defense Department and CLA files on cases where the Truth Commission had come up short. Newly released documents illustrate U.S. hesitation to crack down on Salvadoran political allies. They also name Salvadoran names, some of them still highly placed. Representative Joe Moakley, the point man, is seeking further documents from the dissatisfied, divided internally and Justice Department and the FBL threatened externally. Its preoccupa-

purpose of reconstituting a Salvadoran political center. It makes it harder for Salvadorans or anyone else to go back into the despicable husiness of running death squads.

Remarkable South Africans

South Africa's negotiators have come up with an interim constitution meant to install democracy, protect minorities, abolish every vestige of apartheid, establish a unitary country and guarantee basic rights. The document is full of compromises. It is a balance between protection of minority rights and guards against paralysis. Unul April, Nelson Mandela will be in effect an adviser to President de Klerk, After April, Mr. de Klerk is likely to be a deputy to Mr. Mandela. If South Africa does come through these dangerous waters, the rea-son will be their remarkable partnership.

- The Baltimore Sun

In America, a Few Lives Saved

It's morning in America, and Americans of both political stripes appear to have finally seen the light: More than any other country in the civilized world, the United States needs gun

- The Straits Times (Singapore).



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Similar pressure is being put on the Clinton B ELJING - As the Pacific centu-ry dawns, China's history casts a long shadow over the new era. For nearly two centuries China has been

His effort goes beyond refighting the Salva-doran war. It serves a Clinton administration tive nationalism is evident that sug-

- THE WASHINGTON POST.

Other Comment

control. The most significant example of the changing climate is the Brady Bill. Gun control by itself cannot fix everything

that ails America, but it will save a few lives. Right and left now agree on that much. - The Globe and Mail (Toronio).

Philippine Peace Hopes

There is new hope of a peace settlement in the southern Philippines, where Muslim rebels have been seeking autonomy for more than two decades. The agreement between the govern-ment and the Moro National Liberation Front to set up committees to tackle the issue shows that both sides appear to want to settle it. The insurgency in the 1970s claimed more than 50,000 lives. Lawlessness has grown, threatening social breakdown and economic collapse. Only a settlement can bring stability. But its prospects will depend on a moderate approach to resolving the autonomy issue.

prisoners. Tell the world how many Chinese freedom fighters rot in the cells of the politically damned; what are their names? Stop forture as a routine form of penal administration. Allow international inspection of prisons. End prison and

tion since the 19th century has been the pursuit of unity, wealth and power.

Today it faces the future with a

newfound confidence based on grow-

ing economic strength. Yet it remains

defensive and dissatisfied. An asser-

gests continued difficulties for China

in its relations with its Asian neigh-

China's difficulties with America

run much deeper than trade, human

rights, arms transfer and regional sc-

curity. They are fundamentally root-

ed in each nation's history, political

For China, nothing is more cher-

No one denied that eliminating

barriers to investment and trade be-

tween the United States and Mexico

would cost the United States some

jobs. But NAFTA supporters denied that the low-wage jobs that would be lost to Mexico's low-wage economy

structure and worldview.

bors and with the United States.

on to the Universal Declaration of Human Rights and the United Nations Charter, which make human rights the business of the world. And they know that none of America's human rights re-

already sell us \$20 billion more than they buy. President Clinton is giving Beijing every chance. He waits to see if his new approach works. So do we and they.

The New York Times.

Don't Expect the Beijing Leadership to Mellow Soon

By David Shambaugh

ished than hard-won unity and state rather than the solution to various sovereignty. It took China two centuries to accept the Westphalian international order based on state sovereighty, hut now Beijing elings tena-ciously to it. Washington is seen as ence is conducive to stability. challenging Chinese sovereignty by They also deny any Chinese aspiraapplying pressure tactics. It is also tions to dominate the region. seen as orchestrating a campaign to undermine Communist Party rule. In both capitals the Cold War endures. al concerns, Beijing finds itself in an awkward position in today's interde-Mutual security concerns, which overrode bilateral differences in the pendent world. China categorically 1970s and '80s, no longer serve as glue for a fragile relationship. Indeed, human rights, collective security or recent discussions here with civilian even the need for United Nations peacekeeping. Civil conflicts should and military officials have revealed a

strong Chinese desire for withdrawal of all U.S. forces from Asia. no matter the suffering and potential In post-Cold War Asia, Beijing evifor harming regional security, Chinese officials argue. dently sees America as the problem

The Global Trading System Proves Hard to Resist

By Jeane Kirkpatrick

regional security issues, including Korea. Officials reject the notion that

a U.S. pullout would create a power vacuum and that the American presnational power.

As a government that places national sovereignty above internationrejects universalist principles such as

remain free from outside interference

my and national power grow, its in-dependence is further restricted by interdependent linkages. This is per-plexing and galling to leaders who have long believed that independence would be enhanced through growing

The challenge for the Chinese leadership is to break free of its zero-sum worldview and embrace the positive-sum world of interdependence. This will probably be impossible as long as the Communist Party feels that it is politically vulnerable at home and that its grip on power could be weakened by foreign forces.

The writer teaches at the School of Oriental and African Studies, Universi-ty of London, and is editor of The China Quarterly. He contributed this comment Quarterly. He contributed this commer to the International Herald Tribune.

ments in Europe and Asia where pre-capitalist and pre-democratic values

are more deeply rooted and widely

The large sucking sound heard around the world is of societies being

sucked into the modernization pro-

cess — as the global trading system sucked in Bill Chinton. It is not incr-

shared than in the United States.

The irony is that as China's econovate relief organizations when they were told at a briefing this week that the UNHCR was out of funds and that the procurement of many critically needed items for winterization had been suspended. Because of the argency, the

UNHCR has sent out requests for bids on these supplies across Europe. But without funds, procurement cannot be completed. Ernest Chipman, the UNHCR director of external relations, estimates that adequate funds will be available before year's end. But governments have, not yet released them.

The factions in Bosnia recently reached agreement to allow free passage of humanitarian convoys throughout Bosnia. Such agreements have often been made; just as often, they have been broken. But the issue is urgent; funds must be made available immediately to test and take full advantage of any opening offered by

such an agreement. Later, of course, will be too late for many. The problems facing all in Bosnia this winter are enormous. But surely this is one we can resolve. If funds are available, they must be released immediately.

The writer, director of Internation al Refugee and Migration Affairs of the U.S. Catholic Conference Migra-tion and Refugee Services, visited Za-greb and Sarajevo last month. He contributed this comment to the International Herald Tribune.

IN OUR PAGES: 100, 75 AND 50 YEARS AGO

1893: Matabele Defeated LONDON — A special telegram to the Pall Mall Garette from Johannesburg yesterday [Nov. 23], says the reports from the patrols state that the Matabele have dispersed, and that Lobengula has fled in the direction of the Zambesi. The Matabele are disor ganised and broken into small parties over the country. A part of the patrol under Major Forbes is following Lobengula. The war is considered over.

1918: Attacks on Wilson-

NEW YORK - The War Congress brought its second session to a close amid violent explosions in the Senate against what is termed the Administration's trend toward state socialism, exemplified in the seizure of cables since the cessation of hostilities. The President's trip abroad was harshly criticized on the Republican side, while Senator Reed, of Misson ti a Democrat, attacked the idea of a League of Nations as the "most mon-

المكذاب الأمل

strous doctrine ever-proposed to this Republic." The debate marks the end of the war-time harmony which prevailed in the Senate last year. 1943: Patton's Offense

and the second second

ALLIED HEADQUARTERS, AL-

GIERS - [From our New York edition:] The case of Lieutenant General George S. Patton Jr. was made public property here today [Nov. 23] when a high-ranking spokesman for the American Army admitted for publi-cation the details of an incident in Sicily. The basic facts in the case are that on Aug. 10, General Patton twice struck a twenty-one-year-old enlisted. man who at the time was suffering from a genuine case of shell shock. The act took place during a visit to an evacuation hospital. Although no "on-the-record" action was taken, General Dwight D. Eisenhower, Allied commander in chief in the Mediterraneau theater, "took the hide off" Pation, who subsequently went about Sicily apologizing to everyone.

والمتحافظ والمراجع والمتحافظ والمتحاولة والمتحاول

itable, but the fruits of modernization nant. We know that Western culture are nearly irresistible. (found also in Latin America and C Los Angeles Times Syndicate. Eastern Europe) and Confucian culture are compatible with modern capitalism and that, as Peter Berger wrote in his important book "The Capitalist Revolution," "certain components of Western bourgeois culture (notably those of activism,

... development anywhere." Where Western culture exists, increased contact such as provided by NAFTA can be expected to speed economic development, enhance liv-ing standards, technical skills, productivity and competitiveness. Before too long, Mexicans will be competing with Americans for high-tech jobs, as has happened in Taiwan, South Korea and Japan. Modernization will have "harmonized" the societies that U.S. policy declined to "harmonize," and will probably do so better than pro-

modern is coming to think and feel

differently about time, space, know-

ledge, change - and about oneself.

The experience of the last century

ready" for modernization.

proves that not all people are equally

Culture is the principal determi-

the European Community has done with Spain, Portugal and Greece,

rational innovativeness and self-discipline) are prerequisites of success-

The NAFTA fight won, Mr. Clinton confirmed what many guessed but few had mentioned: that he would now ask the other Latin American democracies to join the new free market. A number of those other Latin countries are ready, having already

liberalized their trade policies, abandoning subsidies and protectionism. It seems reasonable to expect that increased interaction will speed up modernization. It is beginning to ap-pear that an open trade policy could

dramatically alter North-South relations, create opportunities for the poorer nations and redistribute wealth

dustries and economies. "Competition is global," Bill Clinton said after his NAFTA victory. "We must take this new world head-on."

grams designed for the purpose. Bill Clinton has decided to embrace the capitalist dynamic, to speed up the association of the U.S. and unlike economies, rather than structure pro-grams for their "harmonization," as

between rich and poor countries. But modernization is a very complex process that happens to people as well as to production. Becoming If the process of globalization is to be slowed, it will be done by govern-

than building a global market, reduc-ing costs of production, cutting consumer prices, increasing investment opportunities and improving the living standards of others. A dynamic capitalism forces the

They see no reason why their jobs.

communities, families or environ-

ments should be given lower priority

were worth saving. No one denied that new jobs would be created in high-tech industries. But the AFL-CIO and congressmen pace and the scope of change. It challenges entrenched values, habits and interests. It leaplrogs over narepresenting industrial workers noted that the new jobs would not help tional houndaries. It emulsifies in-

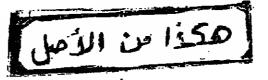
workers who lost their existing jobs. To the opponents it seemed clear that the costs of NAFTA would be borne hy labor, while the profits

would be reaped by husiness. The NAFTA debate pitted a dynamic, internationalis1 capitalism focused on investments, markets and profits for American business against a more conservative labor movement that focused on the jobs and living standards of American workers. The

resistance of American unions to NAFTA resembled the French farmers' opposition to GATT, and the Japanese rice farmers' opposition to opening Japan's rice market.

Such opposition seems shortsighted to the partisans of free trade. But it seems like common sense to workers in threatened industries, and to farmers who are not producing nice as cheaply as someone somewhere else. Those workers and those farmers see

N EW YORK - The debate over the North American Free Trade Agreement came about as close to no reason why a domestic industry elass war as American politics ever gets. The conflict did not rest on a should be sacrificed to a multinational corporation or to an abstract themisunderstanding. It reflected a real ory of international trade, or even to conflict of real values. lower prices for consumers.



0 P INIO N

Reading the APEC Tea Leaves

and the second secon

HONG KONG - Seldom has a set of initials moved so far so fast in the American conscious-ness as APEC, the Asia-Pacific Economic Cooperation forum, But what is this group, regarded until so recently by Washington as an unimportant talking shop? What, apart from being an excuse for Bill Clinton to appear presidential, for President Jiang Zemin to get in

A. Aint

Take,

Mexican membership reinforces the warning to Europe against a fortress mentality.

some public relations for China and for assorted other leaders to be seen hobnobbing along?

APEC was defined not by the Clinton-Jiang meeting, important though that may have been for U.S.-Chinese relations, nor by worthy if inconclusive deliberations on economic issues. It was defined by two events on its fringe: the accession to APEC of Mexico (Papua New Guinea joined, too), and the absence of the Malaysian prime minister, Mahathir bin Mohamad. Like a host of other "Asia-Pacific" groupings, APEC had long ignored the fact that 11 Latin nations

By Philip Bowring

border the Pacific. Unlike the Nnrth and Central American states, three South American states - Chile, Peru and Ecuador - are exclusively Pacific nations. It cannot be long before the first two, at least, are admitted to APEC. Chile is on its way to integrating itself into NAFTA through its rela-

tionship with Mexico. Indeed, all Latin America is being drawn closer together in the same way as, in the 1980s, the existence of the EC forced nonmembers to make parallel moves to freer trade via the European Free Trade Association. Mexican membership in APEC.

and that of other Latin nations, should help prevent NAFTA from turning inward and becoming an enlarged version of a new American protectionism.

But the main benefit of Mexican membership is to strengthen the original purpose of APEC - to warn the Europeans that if the Community maintained its march to fortress mentality, or threatened to undercat the GATT Uraguay Round of trade talks, they would be cutting themselves adrift from the other, more dynamic twothirds of the world.

ers Leave Libya". (Nov. 10):

Regarding "First of That Work-

I would like to express my con-

cern about the report that a group

of 200 Thai workers in Libya have

been dismissed following orders

from the Libyan government.

These workers returned home fol-

lowing the expiration of their con-

tracts and did so voluntarily. A few

of the workers have even been

Office of the Prime Minister.

ABHISTT VEJJAJIVA.

.Bangkok.

granted re-entry visas.

seems, judging from newspaper editorials in Europe and the noises out of Brussels, to have had some effect in getting this message through. That is doubly important at a time when Europe's economic problems have left policy dangerously suspended between seeking new markets as the answer to un employment and closing off the

د سر حدد شده به فرجه

existing market. Mr. Mahathir's boycott was, at one level, poblical theater - a way to put Malaysia, and himself. world map. Conceivably, if be had not made such as issue of it, others might not have bothered making the long journey to Seattle (where they found themselves largely bypassed by the Clintonfiang spectacular).

The most eminent, and longest serving of the Asian leaders, Fresi-dent Subarto of Indonesia, seems to have attended only after being promised that the next APEC summit would be in Jakarta.

Generally, members of the Association of South East Asian Nations, and Japan, have been lukewarm toward APEC, even though its secretariat is in Singapore, one of the six ASEAN states. They realize, in part, that APEC comprises so diverse a collection of states as thirds of the world. The conjunction of NAFTA's absurdly grandiose and impracti-passage with the APEC meeting cal. Such big talk also distracts al system. And there is some grouping in response to a drift of to render the notion of free trade

North Korean point of view.

members of the Fascist establish-



from ASEAN's own attempts to resentment that Asia is expected to Europe and the Americas toward ensure free trade among its memjump when Washington decides regional systems. that APEC is a "good thing." bers, without increasing barriers to

There are also important undercurrents of sympathy for the Mahathir view that ultimately East

So, at one end of the spectrum Mexico's accession has defined

what APEC can do. At the other, Mr. Mahathir's absence from the feast has defined what it cannot do. International Herald Tribune.

Why Disney-ize History When There's No Need?

By David S. Broder

grandchildren are gathered fnr annther Thanksgiving - five perior civilization. nf them now, none nider than 5. Our nnrmally sedate house is bappily adjusting in their irreverent, irrepressible and often incomprehensible babbling. The oldesi of them now recog-nize some of Washington's landmarks. Within a year nr two, their

visits can begin to include excursions into American history, letting

MEANWHILE them see and touch the monuments and walk over the ground where the nation was forged in prayer, in debate and in bloody battle. Their fathers are familiar with the routine, for they were hauled off to battlefields, famous homes and, especially, museums on so

many Sunday mornings that the family joke was that they were being raised as "Smithsonians." It did them no visible harm; 1 imagine the grandchildren would survive similar treatment. But now we know that hy the

time the oldest grandchild is 10, they will have a choice between real historical sites and simulations in "Disney's America," a theme park to be built near the Civil War hattlefield nf Manassas, not far from here in Virginia. The Disney name, as everyone

knows, is magic with children, so l think I can guess what their preference will he. The question is: Should we indulge the choice or tion, when their scientists turn insist that reality is better for their from developing instruments of souls than simulation?

l am not a Disney-basher. I loved the Disney cartoons as a child; 1 think "Dumbo" and 'Fantasia'' are classics. When we took the four sons to Disneyland almost 25 years ago, it was great fun --- and I didn't worry a bit that it would diminish their appreciation of the Grand Canyon or Yellowstone National Park.

A return visit to Disneyland a month ago with Lauren, 4, her parents and ber cousins was a hoot. The cost did not seem exorbitant, now that I own a few shares of Disney stock. But I was struck this time, as I had not been before, by the stereotyping of cultures, races and people in some of the old Disneyland rides. The Jungle Cruise didn't faze me in 1969, but in 1993, it seemed like a succession of caricatures of "lesser breeds without the law," as Rudyard

Kipling, poet laureate of imperialism, put it. The effect. if not the intent, is to solidify the notion

Geneva.

WASHINGTON - The that the attraction's designer consider themselves part of a su-It made me winder what the Disney faiks would da with the events and themes of American histnry - fnr that is the prospectus for the new park. There will be some thrill rides, but the main attraction being promised for the

Page 7

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daily admissinn of \$30 nr so is the saga of the American natinn. As some skeptics have suggested, this conjures up images nf : robotic Patrick Henry declaring.

"Give me liberty - or give me a burger with fries." But the Disney people are not that tacky. Instead, they promise to recreate environments ranging from precolonial America to the west-

ern frantier, the battlefields af the Civil War and other struggles. 19th century farm life and early 20th century industry. They will include reminders ...

the "painful, disturbing and agonizing" chapters in U.S. history. from the introduction of slave, to the struggle in Vietnam. cording to the Disney chairman Michael Eisner.

The park's general manage: Mark Pacala, sounded a different note: "The idea is to walk out of Disney's America with a smile of your face. We dnn't want peoply to come out with a dnur face. It going to be fun with a capital F." Reconciling those cancept sounds like a large order, even for Disney, But there are working examples. The Smithsonian's Air and Space Museum, for instance, dog: not conceal the loss of life and the many failures that marked man' effort to move beyond his terrestrial home. Still you leave the muscurwith a feeling of wonder and amazement at the courage and enterprise of those restless people who re-

fused to be bound by gravity. But we already have the Air and Space Museum, it bas the authentic artifacts of aviation history. and it's free. How can Disney possihly trump that?

I really don't know what to bops for, The more "realistic" this new Disney park is, the harder it may be for the grandchildren to separate the synthetic experience from the one of seeing the real U.S. Colstitution and the real Spirit of St. Louis in Washington museums.

But the more Disney rewrite: history into myth and converts America into Fantasyland, the more popular the new park may be. Perhaps this bonor might just a: well bave passed us by. Anybody in Emporia looking for a theme park." The Washington Post.

Lockerbie and Justice

Regarding . "Libya Denounces

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been prejudged by the British. an authorities have failed to per-

to foreign countries. What is the fair and logical way out of this impasse? A neutral investigation and, if warranted, a neutral trial, is the only alternative to the cruel and unjust suffering inflicted by international sanctions on the Libyan people, and to the agony of . families of the disaster victims who have every right to know the truth without further delay.

. Libya has offered alternative upon alternative, with the support of such major world organizations as the Arab League the Nonaligned nations, the Islamic Conference, the Organization of African Unity and other groups. But the United States and Britain have Injustice to Libyans will not make Mr. Clinton any greater a president. So let us talk. Let us find a fair way to solve the mystery of this monstrous crime together and seek the help of common friends to see that neither "whitewash" nor "lynching" result from a trial con-ducted in a neutral venue and in a neutral spirit. Let us march together toward a solution that respects and protects the laws rights and honor of all concerned states and individuals, and let us make this the first step. toward normal relations between our two peoples. Let us drop the cliche charges that are only a legacy of the Cold War. Justice cannot be served through injustice.

Thai Workers in Libya

New UN Sanctions" (Nov. 13), which describes Libya's denuncia-tion of sanctions linked to Libya's sefusal to surrender two suspects in the 1988 bombing of a Pan Ameri-can jetliner over Scotland:

The accused are again con-demned as guilty for the Lockerbie. disaster, and at the highest level in the United States, as they have so Small wonder, then, that the Libystude the accessed to accept trial in Scotland, Libyan law prohibits compulsory extradition of Libyans

U.S. and North Korea Marshal Kim Jong II is the last person to favor a military showdown with the United States. The issue must be amicably settled in the best national interests of Pyongyang and Washington.

How? It is simple. (1) Send Secretary of State War-ren Christopher to Pyongyang and invite Foreign Minister Kim Yong Nam to Washington.

writing on the wall. (2) Signal to Pyongyang that the United States is ready to sign a peace agreement with the Democratic People's Republic of Korea, indefinitely suspend nuclear war games, allow North Koreans to inspect American military bases in South Korea and pledge no nuclear

time of their arrest, carefully noted would obviously be discouraged. down, sealed and submitted to the KIM MYONG CHOL. Bank of Bulgaria.

It may also send the wrong sig-

Koshigaya, Japan. These were returned to Greek The writer is the former editor, authorities at the end of the war, now retired, of The People's Korea, when Bulgaria had rejected its king and established a Communist govan English-language weekly pub-lished in Tokyo and reflecting the ernment. It was these artifacts, imderstandably never claimed, that formed the initial collection of the **Bulgaria and the Jews** lewish Museum of Greece at its You have published letters rightfounding in 1977.

the outside world.

LETTERS TO THE EDITOR

ly extolling the humanity of Bul-NIKOS STAVROULAKIS. garians during the Holocaust. An Athens. unlikely alliance of King Boris III, The writer is director emeritus of the Eastern Orthodox Church. the Jewish Museum of Greece.

ment and underground Communists and Socialists managed to The Abuse of History

save the Jews of "Old" Bulgaria At first it sounded like a good from deportation to death camps. idea: Create an illustrated history book that would help German However, the Bulgarian regime deported Jews from Sofia and oth--er cities to exile locations within youth understand the roots of Nathe country and deprived the Jews zism and its evil legacy. The Federal Center for Civil

of much of their property. The letters in your columns on this subject. Education, which provides materido not mention that the rescue acals for Germany's public schools, tion came after Stalingrad, and enthusiastically supported the prothat the Bulgarians could read the ject. For three years the center sponsored the use of "Hitler" as a Most important, they also fail to supplementary text for history mention the fact that the Bulgariclasses. More than 900 students in ans delivered 11,343 Jews from two different German states were Bulgaria's newly conquered terri-tories in Yugoslav Macedonia and given copies of the 208-page, beautifully illustrated soft-cover book. Greek Thrace to the Germans, who Then the Center took a closer killed every one of them in the look at "Hitler" and determined

side of Der Führer and his men, a

positive image emerges. Hitler is shown in the posture of rebuilding the Fatherland after the lean and

horrible Weimar years. This made

it easier for German youth to idea-

tify with the perpetrators of horror

than with their innocent victims.

er candidates for nuclear status from Thracian Greek Jews at the helpless and pitiful compared to an pressed hy the achievements made crect, smiling Hitler. possible when countries switch For the teenagers who are ramfrom confrontation to collabora-

aging through German cities, this book is like fuel on fire. It is more than just "embarrassing." The time has come for the German government to enforce its own laws regarding the distribution of Nazi materials and keep "Hitler" out of German schools forever. ELLIOT WELLES.

New York. The writer is director of the Nazi

War Criminals Task Force of the Anti-Defamation League.

Dreams and Reality

Regarding "Dusting Off Dreams of Normality" (Opinion, Nov. 12) by Abraham Rabinovich: Yes, let us dream of the possibil-ries, exchanging ideas instead of ities opened up by a spirit of peace and cooperation in the Middle Israeli scientists working together to East, Let us dream hig dreams, understand some of nature's deepdreams worthy of the great historie est mysteries. I see discoveries being contributions made by Arabs and made that will benefit all mankind. Jews to the scientific enterprise.

Laboratory for Particle Physics, in Geneva, I bave been deeply im-

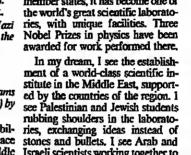
World War II, hringing together people from countries formerly at war to pursue fundamental research, Supported by 17 European member states, it has become one of the world's great scientific laboratories, with unique facilities. Three Nobel Prizes in physics have been awarded for work performed there. In my dream, I see the establish-

war to doing pure science.

CERN grew out of the ashes of

A utopian dream? CERN shows As an American physicist doing that it can become reality.

ALAN LITKE



SAAD MUJBER. Secretary (Ambassador). Libyan People's Bureau.

first strikes death can (3) Offer diplomatic recognition an untarnished record. to Pyongyang and technical and financial assistance for the confinancial struction of light-water nuclear

The writer is a professor of Holo-caust studies at Hebrew University plants in North Korea. (4) Invite Marshal Kim to Washin Jerusalem.

ington to sign the peace accord. Pyongyang would look the other While it may be true that the way even if Americans were still to Bulgarians did not surrender their be deployed in South Korea. That would be a matter between Wash-ington and Scoul. The Americans

The government of Marshal Kim Jong Il-would open the two controversial military sites to In-ternational Atomic Energy Agency inspectors, who would be allowed

tion Treaty. Scoul, Tokyo and oth-

can keep their strategic nuclear forces anywhere outside Korea. Pyongyang does not insist that these forces be dismantled immediately. Nazis for extermination at Treblinka. Mnte evidence for the com-

to continue their routine inspec-tions. Pyongyang would remain within the Nuclear Nonprolifera-

The agency dropped its support for the book and it is no longer used own Jews, as Bulgarian nationals, to the Nazis, recent letters in your in the schools. newspaper fail to mention their ul-How could this have happened? timate complicity in the extermina-Wolfgang Arnold, deputy director tion of Jews elsewhere. In 1943 and 1944, more than of the center, calls it an "embarrassing mistake." 5,000 lews from the Balgarian zone of military occupation in Greek Thrace and a section of Macedonia were arrested and delivered to the

in Poland. It is had

YEHUDA BAUER.

New Haven, Connecticut.

Though the book has been re-moved from the schools, it is still being sold widely. It illustrates the Berlin Olympics and Nuremberg marches with pomp, circumstance and lots of swastikas. All this is juxtaposed with pages showing the plicity of the Bulgarians in this watches, rings, wedding bands and earrings that were confiscated again, the Jews are portrayed as

BOOKS

THE COMPLETE LYRICS **OF IRA GERSHWIN**

Edited by Robert Kimball. 414 pages. \$45. Alfred A. Knopf.

Reviewed by Margo Jefferson

T HE bards of Broadway and Tin Pan Alley didn't make art for art's sake; they made art for commerce and for pleasure's sake. The worst of them were hit-mongering hacks; the best made hits and great songs simultaneously.

Ira Gershwin was one of the best. The first of many Gershwin blogra-phers described him as all "phiegmatic mistrust" to George'a "or abated enthusiasm," but I like better the journalist who said he

was the only man in Hollywood who ever underacted. In photographs, George looks like a highwire dandy, an ebullicant and self-conscious Jay Gaisby, while Ira, two years older and wear-ing glasses, hooks like his honest bookkeeper or his earnest valet. Kimball scholars (of which Kimball is one of the best) will pore over it page by page. The rest of us will do better to But that's only part of the story.

Ira was honest, earnest and highly — though not showly — gitted. He could match George's brash anthems punch for punch ("Who Cares?" "1 Got Rhythm"). He pleasure as well as a great resource. Ira, born in 1896, was the oldest and shyest of four children. He was could give sweet and lovely ballads a rueful twist ("They're writing songs of love, / Bnt not for me..."). And he could divert our keeping a record of the books he read by the age of 9. At 19, he began a diary he called "Everyman attention from a cloying melodic patch with an offhand rhyme or phrase ("S'Wonderful," the bridge of "My One and Only"). His Own Boswell": Did he already know he'd be considered a Boswell to George's Samuel Johnson; a

It's all writ large in "The Com-plete Lyrics of Ira Gershwin," editgifted interpreter-scribe for a man

ed, as were "The Complete Lyrics In 1918, having published some light verse, a short story and a few vaudeville reviews, he began applyof Cole Porter" and "The Complete Lyrics of Lorenz Hart," by Robert ing himself seriously to the bu ness of "writing songs for musical Songwriters and music-theater

comedy consumption. . . . 1 started on the chorus. I wrote one. Discarded it. Wrote another. Startread piecemeal, playing our record-ings and studying our songbooks as we do so. That way it's a great ed a third. Wastebasketed all" -a pattern he never abandoned -and finally "came to some agreement with myself somewhat."

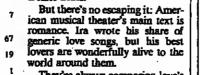
The result? A pre-Jazz Age declaration of independence: "The real American folk song / A mas-"The terstroke song / IS A RAG!"

Six years later the brothers joined forces with Fred and Adele Astaire and became the toast of Broadway and London with "Lady Be Good!, a show that featured "Fascinatin' Rhythm," "The Man I Love" and a goofy little cross between a rag and a patter song that began "I've Got the You-Don't-Know-the-Half-of-It-Dearie Blues."

BEST SELLERS

AND IF YOU PLAY GOLF. YOU'RE MY FRIEND, by Havey Penick with Bod

AGELESS BODY, TIME-LESS MIND, by Deepak Cho-3 17



They're always comparing love's clouds of gray to a Russian play or complaining that being taken for a ride make's them feel like Jekyll or Hyde.

Love's a grand invention, like airplanes or radios or steamboats, and it's nice work if you can get it. Berlin was the most versatile of the great songwriters. Porter was the sexiest. Hart, the cleverest. And Ira Gershwin was the most open-hearted. Should we ask for anything more?

Margo Jefferson is on the staff of The New York Times.

FRENCH COMPANY HANDBOOK EDITIO YUPDAT THI

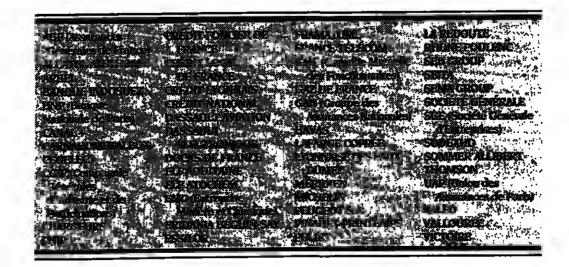
Profiles of leading French Companies

The 1993 completely revised and updated edition contains 132 pages of information in English on a selection of 50 of the most important French companies, as well as basic facts on other major firms. Includes information on the French economy and major sectors of activity, an introduction to the Paris Bourse, and a bilingual dictionary of French financial terms.

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Tom-Chancy 7 13	5 EMBRACED BY THE	AND MESCELLANEOUS
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7 DECHDER, by Dick Francis 9 4	ING FOR MY JOURNEY	Susan Powier
	• XOW by Maya Appeloit	2 MEN ARE FROM MARS.
8 MR MURDER, by Dean	7 THE DOWNING STREET	WOMEN AKE PROM VE-
Koontz	MEADS by Margarel Thatch	NUS by John Gray 2 27

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FURTHER ALONG THE

M. Scott Peck _

ROAD LESS TRAVELED.

9 A DANGEROUS FOR-TUNE by Ken Fallen 10 SACRED CLOWNS, by Tony YEARS by Margarel That 8 STAR TREK MEMORIES, 11 LIEE WATER FOR CHOC-OLATE by Lang Espiret : 10.32 12 THE GOLDEN MEAN, by 12 11 in Shence with Chris

12 11

International Herald Tribune Wednesday, November 24, 1993 Page 8

STAGE/ENTERTAINMENT

LONDON THEATER

Fall of 'Angels': Epic's 2d Part Betrays the First

By Sheridan Morley International Herald Tribune

ONDON - At a time when our leading homemade dramatists are still on the run from anything that might even remotely touch on the 1990s (David Hare honorably excepted), we should continue to salute Tony Kushner.

But oh, what a failing-off. In reviving the first half of his "Angels in America" ("Millennium Ap-proaches," which won the Pulitzer and most the drama awards this year) and playing it directly before the new concluding half. "Peres-troika," the National Theatre has done him no favors of any kind. Where Part One, streamlined since its first outing, now emerges as the most important American play of the decade or so. Part Two is a desperately overlong continuation of themes that were already adequately treated and debated in the original.

Let us remind ourselves what those were. "Millennium Approaches" is essentially concerned with three things: the remarkable life and death of Roy Cohn. the nightmare of AIDS and eccentric ongoing tra-ditions of the Mormons. Nobedy, least of all Kushner, says these have to add up to a coherent dramatic whole. "America is a melting pot." notes one of his characters early in the eight-hour epic. "in which nothing ever melts."

As is now fashionable in most contemporary American drama, Kushner goes time and again for the trailer rather than the main feature: He offers us snapshots of gay New York nightlife, glimpses of men call-ing their anguished mothers from Central Park pickup places to inform them of their gayness, hlackout scenes all adding up to the kaleidoscopic conclusion that America has sacrificed the history and traditions of its past to make way for a vacuum-pack politicized present.

OMEWHERE around here is where the Mormons figure in, and Kushner is commendably unafraid of magic realism. He even hrings hack from the 17th and 12th centuries the survivors of other plagues, ghostly presences around the AIDS bedside to point out that a hlack death is nothing very new. Most of ed for his lyrical courage. He also Kushner's characters, from the lat- needs to be given a director unafraid ter-day New York gavs back to and his electric-chair victim, Ethel Rosenberg, are people whose spiritual checks are always bouncing; but it is really only really Cohn that Kushner ever comes to grips with as a dramatist. the lot: The right-wing demon of McCarthyism, killer of the Rosen-others) the old Rahbi, Susan Engel bergs, ally of Nixon himself an as Ethel Rosenberg, Schofield as AIDS victum who died denying his Cohn and Stephen Dillane and Jawith men. A guy who can get Mr. best to carve credible characters Reagan to answer his calls is not out of a mountain of often impenehomosexual." Like all great villains, trable text.

Cohn eventually takes the play and runs away with it. Like Lambert LeRoux of "Pravda," he is at once the most terrifying and the most memorable creation, dominating hy sheer mesmeric villainy the acres of political correctness in which others

seek to lose him. If only "Angels in America" could have been a play focused on the villain in their midst. As it is, in David Schofield's towering performance. Cohn lifts the drama off the floor at every entrance and puts it neatly hack there when he departs. The rest of these honorary citizens of "The Twilight Zone" have rather less claim to our undivided attention, especially as Kushner veers from political thriller to metaphysical fantasy by way of Antarctica and the kind of heavendehate among the angels that I thought had gone out with early Priestley and Shaw.

N the end. "Angels" is about urban terrors and planetary disintegration, and its marathon footnote in "Perestroika" takes the disintegration of the Soviet Union as an all-too-convenient role model for the chaos theory. Kushner is singing the blues for the end of the world, hut like Cohn that world is a long time dving, and along the way to the apocalypse we are apt, as is the

author, to get distracted, Where Part One now has near-classic status, Part Two suggests work in progress, swerving uneasily from sex farce to biblical revelation on some demented bus-and-truck tour of universal uneasiness and disease. "If God does return to Earth ever," says one onlooker. "sue the bastard."

Somewhere in this hopelessly overhlown, overwrought second half are some of the answers to the questions raised in the infinitely sharper first. But they are buried so deep that even Kushner seems at times to have forgotten where he found them, and he is left scoring cheap jokes off better playwrights:

"I have always depended on the kindness of strangers"; "Well now, that's a stupid thing to do." Yet somewhere in this lingering spluttering, dying bonfire of spiritu-al and sexual vanities there is the sound of a truly original playwright attempting to clamber to the top of the heap. Kushner needs to be salutof cutting a couple of hours out of

Annette Funicello as 60s beach movie queen; in

her Mouseketeer role, and getting Hollywood Walk of Fame star.

1 2



A Mouseketeer Forever

navel in a siew of teenage suit mov-

ies, living up to a promise she had made to her mentor, Walt Disney.

tour with Avalon in 1989-90.

In 1987, Funicello first experi

enced symptoms that would later be diagnosed as MS. She didu't let

anyone but close family members

know.

By Holly George-Warren

EW YORK - Two days after Annette Funicello's name. handprint and honorary star were emblazoned onto the Hollywood Walk of Fame in midbut (it ran until 1959). September, fragrant flower ar-That same wholesomeness rangements, congratulatory ban-ners and colorful balloons filled her

home in Encino, California. Seated on a purple floral couch next to an oversize Mickey Monse telephone, she chewed merrily on a succession of long red licorice sticks. "I really enjoy being busy!" she enthused on a drizzly afternoon. "Especially having MS, it's better. When I have a bad day, I don't have time to think about it."

"Not without a ring you don ?!" she admonished her co-star, Fran-kie Avalon, in "Bikini Beach." Funicello wore her dark wavy As feminism and other forces changed family life in the 70s, An-nette represented the All-American stay-at-home Mom in television hair swept back and her ears bespangled with rhinestone earrings in the form of Mickey and Minnie Mouse. What appeared on her red, white and black vest to be an abcommercials for Skippy peaners butter. The dark-haired girl next stract Escher-esque design turned out to be a pattern combining roughly 100 Mickey Mouse heads. door then faded from the public eye, making brief comebacies in a television special, the 1987 film "Back to the Beach" and a concert Because of the multiple sclerosis

she has been battling since the late 1980s, she needs a walker to get around now, her handwriting is a bit shaky and she finds reading difficult. Yet, she said: "My energy is terrific. It's my legs - and my

equilibrium is shot. I have no bal-ance. But from the waist up, you The weekend after Funicello was the guest of honor at the Walk of Fame ceremonies, she prected more wouldn't notice a thing." of her fans at the second annual She put away the cars long ago. but at 51, Funicello still radianes

Disneyana Convention at the Disneyland Hotel in Anaheim, Calithe childlike innocence she first brought to the small black-and-white screen in 1955 when The

At that gathering of 1,800 collec-tors of all-things Diancy, purchas-ers of the \$460 limited-edition An-Mickey Mouse Club" made its deneue Mouseketeer doll got to meet vailed when she became a sugary pop star in the rancous early days of rock 'n' roll. As the permissive '60s Annette berself, who autographed each package. "My histonio is your biggest fan," enthused a trim wom-an in her mid-40s who was accomtook hold. Annette - one of the aied by her bashful mate. first female stars to go by one name only - never so much as bared her

"I was usened after you," said a brunette from Utica, presenting a yellowed newspaper clipping for an antograph. "Could you please sign this book?" implored a shy young man who worked at the Disneyland Hotel. He handed over a copy of "Annette and the Mystery of Smugglers Cove," a classic tome from 1960.

Though she has been hearing these things for 30 years now, Funi-cello greeted the smiling fans warnily, channing away as if the

HE five-hour autograph-ing session was followed that night by a lavish hunquet. A floor show in

Disneyland Hotel ballroom fea tured singing and dancing by all the legendary Disney characters — Mickey Mouse, Snow White, Sleep-ing Beauty, Cinderelia, Beauty and the Beast, Aladdin and the Genie.

But the finale, which roused the auchence of more than 1,000 people to a standing ovation, was the ap-pearance on stage of America dressed in billowing chiffon and lace and Mickey Mouse ears. Seated alone, she movingly delivered a tribute to Walt Disney, whom she declared a great American hero.

"Mr. Disney was so support ive of me," she said. "I was very sh and I found a shyness in him, and I think that's why we got along so well. When I was given my star the other day, I missed him terribly. I

thought, I wish Mr. Disney was here. I get real choked when I think about it. Mickey Mouse was by my side, though. He's always there. - he's part of my life. That really is something not everyone can call their claim to fame."

Cyrano,' the Musical, Turns Play Into Pop Operetta

By Ben Brantley New York Tunes Service

EW YORK --- Credit the many

you're still here. It must be seven years." virtue. But it doesn't leave much room for

the rhapsodic infatuation with words that people involved in turning was at the heart of Edmond Rostand's "Cyrano de Bergerae" from a lyncal, swashbuckling French was the very lifeblood of its uite character, and un-self-conscious fluency. But he lacks aked noe valier o

Now such clarity of exposition may be a Dijk, the Dutch actor who created the title of these Van Dijks are related.) part in the original version and stars again here.

He is a likable and charming performer,

Don't put too much hlame on Bill Van show's composer is Ad Van Dijk, and none us so sapidly and dazzlingly that they don't really have a chance to establish their reason The writers have been unable to find a to be. And some of them, like an unbearably way of translating the bravura inquistic cute dancing and sequence in the convent to arias Rostand gave his title hero with any which Royane has refined at the play's end, comparable flair. The most famous of should have been scrapped long ago.

SIVE SCOLE OF THES MIS

WAR MAR!

Le Wi

them, in which Cyrano offers 19 stylistic . Ad Van Dijk's music, which recalls the

"Angels" and leaving us with a five-hour drama about those who grew up in the shadow of Roy Cohn and synopsis laid out in Cliffs Notes. the American nightmare of identity crisis that he symbolized.

In the meantime we have a huge-Here after all is the best story of hy agile staging hy Declan Donellan homosexuality. "I merely have sex son Isaacs as the lovers do their are and what they're doing.

play into a Dutch musical into a \$7 million 17th-century Paris. English-language musical with at least one success: Its plot is as easy to follow as a

Even though the lines are almost entirely sung (this "Cyrano" is more a pop operetta mensurate to the size of his legendary nose. For all its technologically sophisticated than a conventional musical), so many of

sets and elaborately orchestrated score, them are devoted to expositional recitative "Cyrano: The Musical," at the Neil Simon that the entire work feels closer to textbook Theatre, comes across as a lavishly illus- prose than poetry.

As directed by Eddy Habbema (who also trated study guide, with many helpful, cipherlike characters in sumptuous historical staged the production in Amsterdam, to costumes taking pains to explain who they great success), it is a fairly efficient piece of are and what they're doing. It is not musual for songs to include to Rostand's heady flights of rodomontade phrases like "But let me tell you what and romanticism, or truly felt emotions, happened yesterday" or "Roxane, so than an entry in an encyclopedia.

created, through flamboyantly heroic words and gestures, an outsized anra com-

UT the biggest problem in raising this Cyrano into the theatri-cal empyrcan where he belongs lies not with Van Dijk but with the show's lyricists: Koen Van Dijk, who ics." (Just to get this out of the way, the

here shrivels into a limp succession of trables," keeps the plot marching, marchrhymes --- "a snorer or a borer or an odor ing marching along at a military clip, with explorer," for example. Most of the lyrics, suspenseful shadings of orchestral dissoactually, are simply functional and as un- nance in the background quotable as recipes.

n or ms

Most of Cyrano's grand gestures, both physical and verbal, tend to get lost amid the truly spectacular multiple changes of Baroque-flavored scenery by Paul Gallis the show's tyricists: Koen van Dijk, who baroque havere soardy of van out of the words to court the woman both wrote the original book and score in (often achieved with the gasp-inducing use Dutch; Peter Reeves, its English lyricist; of hydraniic lifts) and the successive en-and the Broadway veteran Sheldon Har-scamble scenes of crowds in opulent period nick, who is credited with "additional lyr-

For the scenes involving the triangular love story between Cyrano, his beantiful cousin Rozane (Anne Runolfsson) and the handsome but inarticulate Christian (Paul Anthony Stewart), for whom Cyrano pro-

These grandiose set pieces keep coming at and the Beast" and "Aladdin."

Be there now.

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Quintessential Butterfly: A Japanese Woman Who Sings Like an Italian

By Christine Chapman

EW YORK - There is no douht about it, at least to Yoko Watanabe. Madame Butterfly still lives, 90 years after Cio-Cio-san, the young geisha created hy Gia-como Puccini in the 1904 opera, was married and abandoned in Nagasaki hy the American naval officer Lieutenant Pinkerton. The Japanese-born Watanabe, who has played Butterfly to international acelaim for 10 years and is now in the Metropolitan Opera production, believes that Cio-Cio-san's love and grief are universal.

"In Japan, in New York, in Italy, the sentiment is the same over all the world between tady and man, between child and lady. All countries have Cio-Cio-san," she said. "But, do they kill themselves for love? Sometimes, just a few people, in the newspapers."

"I am I5-year-old Cio-Cio-san," said the thirtysomething Yoko-san during an interview in her New York apartment. "One hundred years ago, she was innocent like a baby. Today 15 is an adult. But by Acts 11 and III, when she is 18, she becomes strong, a woman not a child, a woman who will kill herself for her son,

"When I sing Butterfly, I am inside her

With the aria "Un bel di," and her flair for melodrama, she wrings new meaning from the description of the opera as a

tearierker. Watanabe, who was born in Fukuoka prefecture in southern Japan, made ber British debut in "Butterfly" with the Royal Opera on tour in Manchester in 1983. The Daily Telegraph critic Michael Kennedy wrote: "A Japanese Butterfly is obviously a consummation devoutly to be wished," if, he added, she also sounds like an Italian soprano. Watanabe met his conditions triumphantly, in a performance of tragic

force and intensity." After the September 1993 opening of "Madama Butterfly" at the Met with Watanabe playing the lead in her fourth sea-son there. The New York Times critic Edward Rothstein wrote of her lyric soprano as "sometimes touched with the emphasis of near-speech, sometimes turning dramatic in character. Her singing just before the suicide was vital, focused and tender, part of a subtle interpretation."

Similar praise marked has her perfor-mances in New York, London, Berlin, Bonn, Washington, Baltimore, Dallas, Monte Carlo, Vienna and Tokyo, She also sings Mimi in "La Bohème," Manon Les-

personality. In my debut 10 years ago, 1 am caut. Liù in "Turandot." Suor Angelica, crying so hard that I could not sing. So I Marguerite in Gounod's "Faust" and

out in the opera world. She was trained in Milan at the La Scala fix a straight line. School, after graduating in 1976 from the

University of Tokyo's School of Fine Arts and Music. Watanabe is as much Italian as she is Japanese. In fact, she has two passports, Japanese and Italian, and dual citizenship. Married to the Italian tenor Renato Grimaldi for 13 years and imhued with the Italian fervor for self-expression, sbe is not an old-fashioned Japanese girl. Nor is she an imperious prima donna.

N hlue jeans, with her long dark hair hanging loose, she sat against the hackdrop of the Hudson River at twilight and explained in English and Italian, with the help of her husband. the importance of "Madama Butterfly" not only to all women who have loved the wrong man, hut to Japan.

backstage to my dressing room alter the 'Madama Butterfly,' and I decided I have terfly' in Buenos Aires in October. performance. They tell me I should be to study this role. The Butterfly I saw, more Japanese in my movements. Japanese Kuniko Kozono, became my teacher for think that 'Madama Butterfly' is a Japa- three years." nese opera," she said, grinning

"In 1985 when I played Butterfly in versity of Tokyo, she entered a "Madame has a husband. A normal person," Tokyo with the Fujiwara Opera Company. Butterfly" competition as the youngest so-

decided it is better to make the audience Nedda in Leoncavallo's "Pagliacci." But it like an old-time geisha and a real, very First place went to the tenor who sang cry." Is as Butterfly that Yoko Watanabe stands heavy kimono. Because of my breasts I had Pinkerton, Renato Grimaldi. After two to be bound so the kimono would lie flat years of postgraduate work at Tokyo, she And, then they padded me with towels to won a scholarship to study voice at La Scala.

"Italy is the country of singing, not Ja-"For Japanese the movements and the pan," Watanabe said. "Opera students kimono are as important as the singing must study Italian."

Maybe more important." Her big break came in 1978 when she Watanabe was the first Japanese to sing took first prizes in voice competitions in the role at the Met, La Scala, Covent Gar- Treviso and Adria and then made her offiden, Hamburg and Vienna, although more cial debut in Treviso in "Pagliacci." In Asians are singing grand opera interna-tionally today than 20 years ago. 1980 she debuted outside of Italy in Basel, singing the consumptive Mimi in "La Bomally today than 20 years ago. "Tve done hundreds of Butterflys," Wa-heme." "That opened the door to theaters

tanabe said. "But the most memorable was in Europe for me." in Strasbourg, France, with Jean-Pierre In December after her Metropolitan stint

Ponnelle. He taught me everything, walk-ing, singing, acting, for six hours a day with fly to Tokyo, where they will sing in several more than a month in rehearsal." CODCETTS. When she was 3 years old, she began to

In the new year, the soprano's schedule study Japanese and classical dance. When includes "Butterfly" in Hamburg, Zurich, she was 6, her teacher said she was too tall Avignon, the Philippines and Albuquer-and ton heavy to be a dancer. "So I decided que, New Mexico. She will sing "Manon "When I am playing Butterfly and there to study plano to be a great planist," she Lescaut" in Liège, "Adriana Lecouvreur" are Japanese in the audience, they come said. "When I was 16.1 saw my first opera, in Australia in July and, once again. "But-

Even at this pace, Watanabe has "a few more years to sing.

"Before being a singer though, I am one After Watanabe graduated from the Uni- wife, who cooks and cleans, one lady, who

I had to do it with real Japanese wigs, prano in the contest. Her first time singing Christine Chapman is a free-h heavy and greased. I wore while makeup before an audience, she won second prize nalist who specializes in the aris. Christine Chapman is a free-lance jour-

Yoko Watanabe: "The sentiment is the same over all the world . . All countries have Cio-Cio-san."

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CALLING ONE FOREIGN COUNTRY NOTHER IS

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THE TRIB INDEX 107.95 International Herald Tribune World Stock Index C, composed of 280 internationally investable stocks from 25 countries, compiled by Bloomberg Business News. Jan. 1; 1992 = 100.

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The Index Iracks U.S. dollar values of stocks in: Tokyo, New York, London, and Argentina, Australia, Austria, Belgium, Bradil, Canada, Chile, Denmark, Floland France, Germany, Hong Kong, Italy, Beodon, Netherlande, New Zasland, Norwey Singapore, Spain, Sweden, Switzerland and Venezuela. For Yokyo, New York and London, the Index is composed of the 20 top issues in terms of market capitalization showers the law of terminate and end otherwise the tan top stocks are tracked.

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Prescriptions Law Has Side Effects Germany's New Rules Upset Doctors and Drug Firms

FRANKFURT - At the beginning of this year, Germany dopted a law to reduce costs in its health care system, mainly by putting price controls on some euticals and a ceiling on the total value of drugs that the for overprescribing. country's doctors can prescribe. Doctors complain the rules

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Almost 11 months later, Chancellor Heimu Kohl's government calls the measures a resounding success, pointing to a 20 percent drop in spending on medicine and prescriptions.

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Health Minister Horst Seebofer said the law had swing the bealth insurance system from a \$5.7 billion deficit in 1992 to a surplus. He predicted that the controls on prescriptions and pharmaceutical prices would save \$925 million this year. But the new rules are having

some troublesome side effects. raising questions about their impaet on doctors' prescription habits, on the German drug industry and on the quality of care in the national health system. Most Germans are required to

buy health insurance, usually through state-backed, government-supervised insurers called 'sickness funds," with costs shared by workers and employers.

Employers also must pick up

By Ferdinand Protzman half of the bill for employees who choose a private insurer. tend to make them prescribe geoerie drugs for patients who may If German doctors collectively want or oeed more costly medicaexceed the \$15 billion limit that tions, a practice that has infuriated some patients enough that the government has put on prescriptions this year, the sickness funds would refuse to reimburse them for the amount above the limit, in effect penalizing them

they have changed physicians. There are no restrictions oo what individual physicians can prescribe, as long as the total cost of prescriptions written by doctors stays under the oational limit.

Continuente de Cormany ion: in marks The New York Time-

Drug manufacturers say their sales are falling drastically and argue they are doing much more than their fair share 10 reduce health costs. As a result, many drug companies say they are planning layoffs and cuts in research spending. Even makers of generic drugs, whose sales bave risen, say the rules have started a price war that eventually will mean losses for them as well.

Officials dismiss those complaints as coming from special interests that had profited bandsomely from a geoerous health insurance system. They say doctors are trying to generate pressure to revise the law and that drug makers are exaggerating its effect. For Mr. Sechofer, the bottom live is that the sickness fuods had a \$1.6 billion surplus in the first half of this year. Physicians and pharmaceutical

manufacturers view such thinking as short-sighted. "The whole health care reform is about cuttiog costs." Dr. Hans-Christoph Schimansky, a psychiatrist from Schwerte, said. "It is not about improving care." He said the new rules had altered his prescribing practices and even strained his relations with some patients. Gertrud Keuch, 79, a retiree in Bad Godesberg, is an example of

See DRUG, Page 11

Britain Slashes Rates to 16-Year Low

Compiled by Our Staff From Dispatches warranted," said Mr. Clarke, who LONDON - Britain cut interest was appointed in May with a manrates to a 16-year low on Tuesday in date from Prime Minister John a bid to accelerate economic recov-Major to get the economy moving. Mr. Clarke also said that in the ery and offset the effects of expected tax rises in next week's budget. future "the precise timing of interest

Chancellor of the Exchequer Kenneth Clarke said the half perrate changes" will be a matter for the Bank of England to decide. The Treasury said the chancellor would centage point cut, to 5.5 percent. still decide whether to change interreflected strong signals of economic recovery in Britain as well as the est rates and by bow much, but the measures he planned to announce bank had been given authority to pick the precise moment. later this month in his new budget. "Weighing up these factors, and taking full account of the measures Analysts said that this formula

allowed Mr. Clarke to distance 1 will announce in the budget on 30 himself from accusations that be is November, I have decided that a conducting monetary policy based on the government's short-term pohalf percent cut in interest rates is

Hopewell

Offers China

Bloomhere Business News

HONG KONG - Hopewell

Holdings Ltd.'s managing director,

Gordon Wu, will give Hong Kong investors something Wednesday that they have oever had before: a

chance to invest directly in China's

Power Play

btical needs rather than the longerterm needs of the British economy. They also said the government was sidestepping the issue of indepen-

dence for the central bank. British interest rates are now the lowest in the European Communi-

ty. They were last at 5.5 percent in ovember 1977 and are barely half the level they were when Britain was forced out of the EC currency grid 14 months ago.

Commercial banks followed the rate cut Tuesdayby cutting their in the crucial home-lending sector for recovery. said they would wait for the budget

cial condition of the company to be announced before they decide could cool the ardor of investors to how far to cut their rates.

take up the state's remaining stake. Officials ruled out a further rate those who do invest are less likely cut next week, saying Mr. Clarke was trying to send a "clear message" to be disappointed, they said. Indeed, Mr. Jaffre painted a to markets not to expect changes in gloomy picture of current market

monetary policy in the budget. Investors reacted positively, but their enthusiasm was tempered by the warning about a firm budget and

no further cuts. London stocks surged before retreating but the pound jumped more than half a pfennig, to 2.5235 Deutsche marks, base lending rates, but most banks as markets focused on the outlook

(Reuters, Bloomberg) cutting costs, "strictly limiting cap-

Elf Warns Profit Will Drop, Plans Sales to Cut Debt

By Jacques Neher

ital expenditures" and selling off noncore assets. onal Herald Tribunc PARIS - Trying to purge itself In so doing, analysts said, he was aiming to pass a measure of the of bad news before its privatization blame onto Loik le Floch-Prigent, early next year. Elf Aquitaine SA the former chairman, who is now said Tuesday that net profit would plunge more than 80 percent this year, while announcing it would sell off more than \$1 billion in

assets to lower its debt. Philippe Jaffre, who was named chairman in August, told reporters that the drop in oil prices, coupled with the effects of Europe's recession on its chemical business. would result in oet profit for 1993 "not much over 1 billion francs" (\$170 million). The estimate iocludes charges of 2.2 hillion francs for exceptional provisions. In 1992, the oil major had net

earnings of 6.2 billion francs, Ell's shares dropped 3.6 percent

aiming to throw cold water on

overly optimistic estimates for Elf's

recovery, thus setting the stage for

a privatizatioo campaign, which is

conditions, and he could not offer

any predictions for 1994, "I fear

Though the more somber finan-

planned by next spring.

to 416.70 francs Tuesday on the earnings estimate, which was about half of what the market had been expecting. France's largest compaoy in terms of market capitalization, Elf is worth about 106.9 billion francs at that price. After a series of partial sell-offs, the government oow owns about 51 per-

cent of the company. Analysts said Mr. Jaffré was

chairman of the state gas utility. Gaz de France. "There's a temptation to get the bad news out as fast as possible, especially if you can lay it on your predecessor's actions, or lack of actions," said Nick Antill, oil industry analysi at Hoare Goveti in London. While Mr. Jaffre would ooi comment on previous management's decisions, he made it clear that he intends to get rid of many assets acquired by his predecessor to pay

> down debi. "I am going to put a stop to the merchant banking business Elf engaged in," he said.

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The company's debt-to-equity ratio, at 37 percent at the end of June with 39.8 billion francs owed, is likely to grow to 45-50 percent by year-end under the weight of the aggressive investment program previously pursued.

"his imperative for Elf to lower its debt." Mr. Jaffre said. "I want it to be flexible so it can seize opportunities."

Among the noncore assets in Ell's portfolio are holdings in Bidermann International SA, a shirt company; Compagnie de Suez; Schneider SA, and a host of investment companies. Elf has a 2.1 perceot stake in Banque National de Paris, acquired in the bank's privatization, but Mr. Jaffre said that Elf would keep that stock, noting that BNP is the oil company's main bank.

A spokesman said noncore financial holdings totaled 15 billion francs and that about half of that could be offered for sale.

that people will say the accounts Mr. Jaffre said that Elf had not have been cleaned up and profits will go up again," he said. "I fear found a third partner for a refinery people are anticipating the results a little strongly." it agreed to build in Eastern Germany last year as part of a deal that permitted it to acquire the Minol Mr. Jaffré, formerly managing director of Crédit Agricole, laid out service station chain from the Treuhandanstalt. Elf and Thyssen Stahl a fire-fighting plan that included AG had agreed to build the refinery. at a cost of more than \$1 billion.

WE'VE BUILT & GLOBAL BANK

Hotel Wired for Journalists

'You'll be able

to broadcast

directly from

the rooms.'

Rod Pounsett.

International Media

Clubbouse, Berlin

the Headlines Bar, in which pa-

By Ann Brocklehurst Special to the Herald Tribune ERLIN - Rod Pounsett the director of Berlin's International Media Clubhouse, is a man haunted by phys. As a globe-trotting journalist for the BBC, be could never find enough of them in hotels, and it sometimes hampered his ability to work on the road.

MEDIA MARKETS

In this, Mr. Pounsett was not alone. Electronically dependent colleagues complained about not being able to hook up their modens to foreign telephone jacks and getting cut off from their high-tech lifelines. Even lowertech business travelers lamented the lack of casy access to a fax machine and additional telephone lines.

Soon: Mr. Pounsett realized there was a need waiting to be met; the International Media Clubhonse, which is to open in-January and occupies a 68-room wing of the Radisson Plaza Hotel in what used to be East Berlin, is cal support. It is also being equipped with a "journalist sup-port and research center" and his attempt to meet it.

trons will be able to watch vari-The Media Clubhouse is designed to cater to traveling jour-nalists. Each so-called bed-room/workstation is fitted with ous all-news channels. at least 14 plug points, a tele-phone and facsimile machine, a second telephone line, a cordless phone and modem connectors for all standards.

"You'll be able to broadcast nalists." He wants a reporter center and permanent broadcast feed facilities with on-site techni-· · · · ·

directly from the rooms," Mr. who must broadcast to Japan at Pounsett, said. "They can be 3 A.M. Berlin time, for example, turned into editing suites, pro-duction offices or studios." to be able to do so without disturbing other guests - and to be In partnership with Deutsche able to get Telekom, the Media Chubbouse. odd hours. will provide a dedicated switch Whether able to get something to cat at Whether there are enoogh

peripatetic members of the me-dia to pay the going rate of 330 Deutsche marks (\$193) a night and make the venture profitable remains to be seen.

"If we could answer 'yes' to that question, then we would have a business without risk," said Werner Martin, director of Deutsche Interhotel GmhH, which runs the Radisson as a Iranchise. "If there are rooms that are free, we hope we can put business people in them."

Mr. Martin said the hotel chain, which operates in Eastern Germany, saw this as a pilot pro-ject in a city it believed was an international news hub." If the Berlin Chubhouse proves suc-cessful, Deutsche Interbotel is looking at the possibility of similar ventures in Moscow, Hong Kong and Washington. In Germany, it is considering smaller centers, of 10 to 15 rooms each,

The journalists' wing is to have in Dresden and Leipzig. its own entrance and registration Mr. Martin said the renova "The media people should be separated from other guests," Mr. Poimsett said, and assisted tions cost 5 million DM in addition to the price of leasing a large amount of equipment from by "staff who understand jour-Deutsche Telekom.

The construction, real estate and hotel group has spun off its elec-China seems to have a growth program in place. Page 16 tric-power projects in China and

power industry.

the Philippines into a new compa-oy, Consolidated Electric Power Asia. The new company is to be listed separately in Hong Kong starting Wednesday. While the earnings performance

of Hopewell's power business has been uneven so far, its extensive position in fast-growing Chinese economy should draw plenty of investor interest in Hong Kong, ana-

"This is Houg Kong's only pure China infrastructure play at the moment," said Tom Leventhorpe, director at the brokerage concern Marlin Partners.

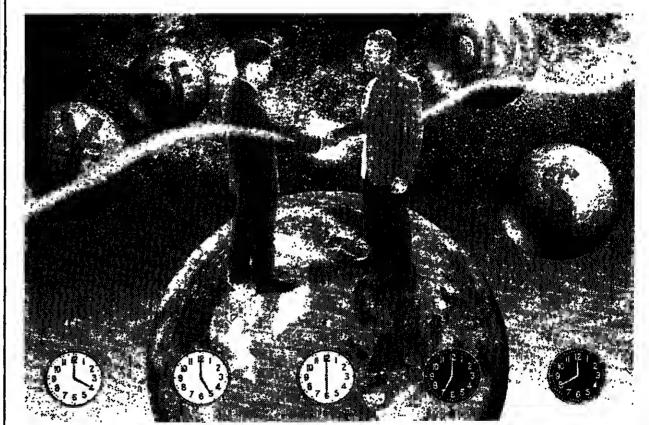
Hopewell is known for building plants and highways in China. Mr. Wu has made a bundle with a sim-ple strategy: Hopewell has often agreed to assume the cost of build-

See POWER, Page 17

CURRENCY & INTEREST RATES

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ON TIMELESS PRINCIPLES.



rom the beginning, Republic National Bank has been dedicated to a single objective: the protection

of depositors' funds. We believe that preserving client assets is the most important service any bank can provide. Safeguarding these assets

requires more than good intentions, however. It demands strength. And the steady practice of our conservative philosophy has made us one of the strongest banks in the world. Our risk-

weighted capital ratios are among the best in the industry, and our reputation for safety is exceptional.

As a subsidiary of Safra Republic Holdings S.A. and an affiliate of Republic New York Corporation, we're part of a global group with more than US\$4 billion in capital and US\$46 billion in assets. These assets continue to grow substantially, a testament to the group's strong balance sheets, risk-averse orientation and century-old heritage.

Our high level of client service is another aspect of our strength. We are known for building long-term relationships, and our skilled bankers can help each client realize his or her particular goals.

No one can predict the future. But we can help protect the funds that our clients need to meet it. Our emphasis on financial strength and personal service is as valid today as it was when banking began.

A SAFRA BANK

REPUBLIC NATIONAL BANK OF NEW YORK (SUISSE) SA

HEAD OFFICE: GENEVA 1204 + 2, PLACE OU LAC + TEL. 1022) 705 55 55 + FOREX: 1022) 705 55 50 AND GENEVA 1201 * 2. RUE OR ALFRED-VINCENT (CORNER OUAL DU MONT-BLANCI BRANCHES: LUGANO 690: 1, VIA CANOVA - TEL. 10911 23 85 32 - ZURICH 6039 - STOCKERSTR+SSE 37 - TEL. 101, 288 18 18 -GUERNSEY - RUE DU PRE - ST. PETER PORT - TEL. 14811 711 721 AFFILIATE: REPUBLIC NATIONAL BANK OF NEW YORK IN NEW YORK OTHER LOCATIONS: GIBRALTAR - GUERNSEY - LONDON - LUXEM BOURG - MILAN - MONTE CARLO - PARIS - BEVERLY HILLS - CAYMAN ISLANOS - LOS ANGELES - MEXICO CITY - MIAMI -MONTREAL * NASSAU - NEW YORK * AUENOS AIRES * CARACAS - NONTEVIDEO - PUNTA DEL ESTE - RIO DE JANEIRO * SANTIAGO - BEIRUT * AEIJING * HONG KONG JAKARTA * SINGAPORE * TAIPEI * TOKYO

MARKET DIARY

Page 10

Bonds and Utilities Spur Stock Rally

to-7 ratio, while volume dropped NEW YORK - Stock prices taged a mild rally on Tuesday from

four days of steady drops after a surprise decision by the Bank of England to lower rates took some pressure off rates in the United States and helped spur a bond rally. The Dow Jones industrial aver-

age rose 3.92 points, to 3,674,17, on Tuesday, allowing the market to recoup a bit of the sizable losses

N.Y. Stocks

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suffered in recent sessions when investors sold off equities to switch funds back into safer instruments.

The stock market was due for a rally, and the bond market was the catalyst," said Barry Berman, head wader at Robert W. Baird.

est rates and often a barometer of confidence in the market, were among the session's gainers. They joined with bonds in pulling the broad elock market higher.

The decline in rates was underpinned by a slump in oil prices. The price of crude oil for January delivery fell 44 cents a barrel. to \$16.67, speculation that Iraq was close to a removal of United Nations sanctions on its exports and that the Organization of Petroleum Countries would not be likely at their

Compiled by Our Staff From Dispatches

Tuesday, slumping against the

pound after a smaller than-expect-

Speculation that the U.S. admin-

ed cut in British interest rates.

Vienna meeting to lower output, Advancing issues outnumbered decliners on the Big Board by a 9-

17.55 million shares, to 259.24 million The benchmark 30-year U.S. Treasury bond rose I point, to 99 8/32, ending a six-day losing streak, while the yield slipped to

6.30 percent from 6.38 percent. Many over-the-counter issues that had taken beatings Monday recovered Tuesday, notably technology and telecommunications issues.

Intel Corp. rose 1% to 58% and Microsoft climbed % to 77%. The Nasdaq composite index, which had fallen 13.59 points on Monday, rose 8.69 points, to 746.82, on Tuesday.

The Dow

Daily closings of the Dow Jones industrial sverage

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NYSE Most Actives

Vol. High Lew Les

AMR Corp., owner of American Airlines, slumped 31/2 to 651/2 even though a strike by flight attendants was called off Monday. Bear Stearns downgraded the stock Tuesday. Warner-Lambert Co. closed at

Britipt MusicLd GAAE ParCam GnAdar Walkarts AMR UniNV TalMax Welcome Chicorp IBM WAX Tc Johnja 67%, unchanged after the company said it planned to take a fourthquarter restructuring charge of \$327 million to cut 2,800 jobs, or about 8 percent of its work force, and close plants in response to lower drug prices.

Paramount Communications Inc., the entertainment conglomerare being fought over by Viacom Inc. and QVC Network Inc., fell 24 to 76³4, wiping out most of a gain posted Monday amid speculation following its removal from the Standard & Poor o 500-stock index.

AMEX Most Actives

(AP, Bloomberg)

Pound Leads Currencies

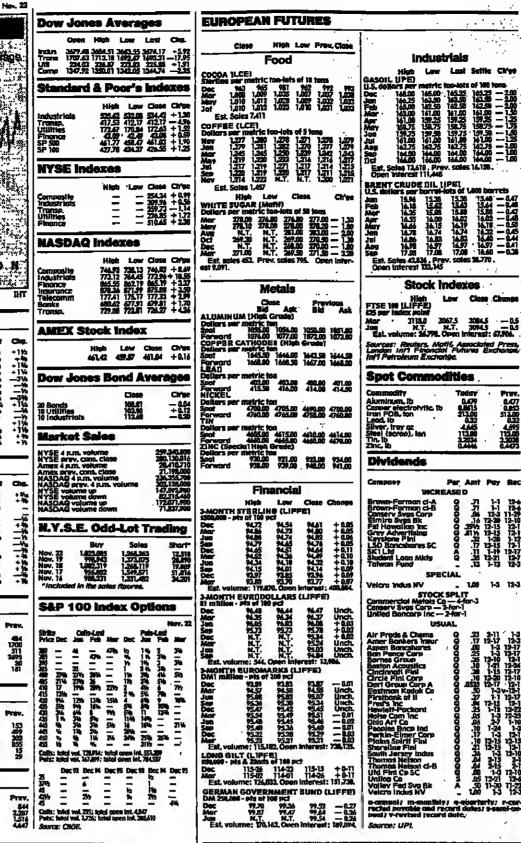
1205 5884 2274 351120 1354 54 54 54 127 8 25 94 |+|||+++| 412272385112 RoyalO a Buy 1,023,085 996,943 1,082,319 956,882 966,231 Sales 1,268,363 1,373,075 1,268,119 1,549,571 1,331,492 114 NYSE Diary **Higher Against Dollar** Close Prev 1145 484 907 1200 629 511 2664 2675 18 20 69 181 Advanced Declined Unchanged Total Issues New Highs New Highs 10 5.9125 French francs from NEW YORK - The dollar fell 5.9193 francs and to 1.4913 Swiss against European currencies on francs from 1.4938 francs. 22.12 The dollar, which had closed at Amex Diary 108.50 yen on Monday, stood at 108.67 by Tuesday's close, after hit-992 Close Prev ting a four-month high of 109.17 33727 1539 355 15 29 5% Advanced Declined Unchanged Total Issues New Highs New Lows 24 istal val. 120,014; tatal anen ini, 551,009 stal val. 167,099; tatal esen ini, 704,537 ź **NASDAQ Diary** 122 . 72 L398 918 966 3.302 23 844 2.287 1.516 4.647 Advanced Declined Unchanged Total Issues Calls: total val. 225; total open int.4,847 Pats; total val. 1,725; total open int. 201,610

OPEC Chief Urges Restraint

Reuters VIENNA - OPEC ministers began a conference on Tuesday with a plea from the group's president, Jean Ping, for some action to steady declining the price of oil, which slid 47 cents, to \$16,63 a barrel, on the

New York Mercantile Exchange. Mr. Ping said that in the absence of production restraint by non-OPEC producers, it was up to the Organization of Petroleum Exporting Countries to act. But participants in the meeting said production cuts had not been discussed during the first day of talks. OPEC ministers also named Qatar's Minister of Energy and Industry.

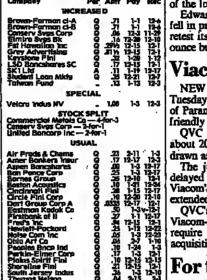
Abdullah ibn Hamad Attiyah, as the next president of OPEC. He will (Reuters, Bloomberg) hold the post for six months.



Season Season High Low

EAT (KBOT)

At present, the comptroller of the currency is responsible for national banks; the Federal Reserve Board regulates bank holding companies, some state-chartered banks and foreign banks; the Federal Deposit Insurance Corp. insures bank deposits and manages state-chartered banks that are not part of the Fed system; and the Office of Thrift Supervision is in charter of the fed system; and the Office of Thrift Supervision is in charge of thrift holding companies and supervises federally and state-chartered savings associations. -049 • The House of Representatives approved a compromise \$18.3 billion measure early Tuesday to finish the bailout of the savings-and-loan industry. If all the money is used, taxpayers will have spent more than \$150 billion since 1987 to rescue the thrift industry. Warner-Lambert to Cut 2,800 Jobs MORRIS PLAINS, New Jersey (AP) - Warner-Lambert Co. said Tuesday it would cut 2,800 jobs and close seven factories in a restructuring to ncrease the drug and consumer-products concern's competitiveness. Mar 3118.0 3067.5 3084.5 - 0.5 Jun N.T. N.T. 3044.5 - 0.5 Est. volume: 26.796. Open Interest: 67.906. Sources: Reuters, Matil, Ausociated Press London Infi Financial Putures Exchange (nfi Petroleum Exchange, PTEV. 0.477 0.4510 51.0825 1.0325 1.1305 1.1305 1.1305 0.445



The company said it would focus resources on products that show good growth prospects, including its Cognex treatment for Alzheimer's disease, the cardiovascular drug Accupril and a new anti-epileptic drug awaiting egulatory approval.

It said the moves would result in a one-time after-tax charge of \$327 nillion, or \$2.43 a share, against fourth-quarter earnings. Warner-Lambert currently employs about 34,000 people worldwide.

U.S./AT THE CLOSE

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Bentsen Urges New Banking Agency WASHINGTON (AP) - Treasury Secretary Lloyd Bentsen on Tues-day proposed consolidating the regulatory functions of the government's four honsistic consolidations of the government's

four banking agencies into a single Federal Banking Commission. In an article in The Washington Post, Mr. Bentsen wrote that the American bank regulatory system that had been "cobbled together" over the last 130 years was "decades out of date." He added: "It is a drag on the groups a banderhe for our financial means in turner, and a source

the economy, a headache for our financial services industry and a source

of friction within our government, it must be replaced."

Report on China Buoys Gold Price

NEW YORK (IHT) - A New York Times article from Beijing saying China would tolerate inflation as a price of growth was circulated to clients of the brokerage concern CJ. Lawrence on Tuesday with a recommendation to buy gold. (The article appears on Page 16 of this issue of the loternational Herald Tribune.) Edward Yardeni, chief economist at C.J. Lawrence, said gold, which

fell in price after China clamped down on credit in June, was "likely to retest its summer high of \$400." Gold closed in London at \$376.10 an onnce but rose \$1.50 after the article was circulated.

Viacom Tallies Its Paramount Shares

NEW YORK (Combined Dispatches) — Viacom Inc. announced Tuesday that about 12.3 million shares, or slightly more than 10 percent, of Paramount Communications Inc. stock had been tendered under its friendly hid for Paramount.

QVC Network Inc.'s hostile bid for Paramount has attracted only about 209,829 shares. But shares that have been tendered can be with-

drawn as conditions change. The judge presiding over the takeover battle for Paramount has delayed until Wednesday his ruling on a request by QVC to block Viacom's merger agreement. As a result, both Viacom and QVC have extended their cash tender offers for 51 percent of Paramount's stock.

QVC's bid is now contingent on the court nullifying parts of the Viacom-Paramount agreement, which contains provisions that would require QVC to pay about \$600 million to Viacom on top of the. (UPI, Bloomberg) acquisition price.

For the Record

General Motors Corp. said Tuesday it had sold part of its Delco Remy Division to an investor group led by former Chrysler Corp. President Harold K. Sperlich. (AP)

Sotheby's Holdings Inc. said Michael Ainslie would step down as chief executive and president, effective in March, to be succeeded hy Diana Brooks.

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between the U.S. and Japan helped the ven to appreciate. push the dollar to a four-month high against the ven in early trading. The pound rallied after the Bank Treasury Secretary Lloyd Bentsen of England pushed down bank base lending ratesto 5.5 percent from 6

percent. Falling interest rates usu- ments to spur its economy. ally weaken a country's currency, hut many traders had been expecting the bank push the rate to 5 percent to soften the blow of tax increases expected in the British budget next Tuesday.

Now people think rates in the U.K. may have bottomed, and that's good for the pound," said Amy Smith, currency-market strategist at 1DEA, a consulting firm. The pound rose to \$1.4855 from

\$1.4755 on Monday.

istration is no longer seeking a yer in the morning That gain came strong yen to help balance trade amid speculation that a semiannual report on foreign exchange from the Treasury would indicate the **Foreign Exchange** U.S. government no longer wants The report was released after trading wound down, and in it,

said Japan must "act promptly and decisively" to carry out its commit-The report also noted that when the yen was rising in August, the upward pressure was eased by a

statement by a U.S. official Aug. 19 that a rapid increase in the year could retard Japanese growth. The dollar fell to a post-World

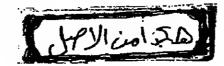
War II low of 100.35 yen on Aug. 17, The administration stopped talking about the yen's strength after the government of Prime Minister Monhiro Hosokawa promised to

The dollar slipped to 1.7010 take steps to stimulate the econo-Deutsche marks from 1.7032 DM, my. (Bloomberg, Knight-Ridder) (Bloomberg, Knight-Ridder)

WORLD STOCK MARKETS

day in the face.

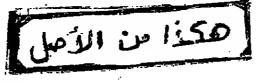
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Compiled by Our Staff From Disp ZURICH — ABB Asea Brown Boveri Ltd. said Thesday that its order book had shrunk in the first nine months of the year but that it still expected 1993 earnings after financial items to match the \$1.11

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billion in 1992. ABB. a world leader in power plants, transportation equipment and industrial processes, said that earnings after financial items but before a one-time restructuring charge were \$722 million in the January-September period, down 1.2 percent from a year earlier.

Pretax profit after nonrecurring items fell 17 percent to \$561 million in the period. This measure of profit included \$161 million in restructuring charges taken in the third quarter, part of \$500 million in such charges announced in August,

Operating carnings after depreciation rose 13 percent in the first nine months, to \$1.42 billion.

But orders in the period slipped 15 percent, to \$20.34 billion, due to exchange-rate fluctuations and weak economies in many parts of the world. (Bloomberg, Reuters)

Compiled by Our Staff From Dispat

eral Agreement on Tariffs and Trade, said Wash-

ington's stance threatened to undermine an ac-

cord on trade in services and might even put the

overall GATT trade talks at risk. The talks,

which began in 1986, face a Dec. 15 deadline.

Last month the United States announced it

Russia Sells a Launch **Indiana Company Puts Up Satellite** By Edmund L. Andrews

New York Times Service WASHINGTON - A small business based in Indiana and partly backed by a Malaysian investor has become the first Western company to success-fully arrange the lannching of a Russian satellite entirely for commercial communications.

Rimsat Corp., a two-year-old Fort Wayne com-pany, said Monday that it had placed into orbit a Russian satellite called a Gorizant.

The 4,500-pound (2,045-kilogram) satellite was . unched Thursday aboard a Russian Proton rocket from a space center in Kazakhstan. Company executives said the spacecraft had reached its in-tended orbit over the Equator and that they hoped to sell television and telephone links over much of the Pacific Rim and Asia.

With only about a dozen employees, Rimsat leased and arranged launching services from a . Moscow company called Informcosmos, a private company created from the Soviet Union's stateowned rocket and satellite enterprises.

The launching is part of a trend among Western companies to buy Russian satellite and rocket services. Intelsat, the consortium that provides most of the world's international satellite commumications, contracted last year to lease three Russian satellites to be launched in the next few years. The business opportunity is that there is pent-

up demand for transponders in the Pacific," said James Simon, managing director of Rimsat. The Gorizants — from the word for "horizon"

 were used for years by the Soviet government. They are about twice as heavy as a typical Western communications satellite and have about a quarter the communications capacity. Their expected lifetime of seven years is about half that of a ypical American satellite.

Their chief virtue is low cost. Mr. Simon said his company had signed a contract to buy and launch six satellites for a total of \$150 million. That would barely pay for one satellite built and launched

from the United States or Europe, Rimsat is largely the brainchild of Matthew Nilson, a California entrepreneur. In the late 1980s he formed an unusual partnership with the Pacific island kingdom of Tonga. He had discovered that any country, no matter how small, could stake claims to the small number of orbital positions available for geostationary satellites, which orbit at the same speed as the earth's rotation and thus appear to stay put.

Forming a company called Tongasat, Mr. Nil-son staked out six orbital spots and began looking for companies that wanted to use them. Through a siness partner in San Diego, be hooked up with Mr. Simon in Indiana.

Mr. Simon rounded up about 60 investors from Indiana and formed Rimsai. The company later raised most of the money for a new satellite from a Malaysian businessman, Tajudin bin Ramli. He is chairman of Technology Resources Inc. in Malaysia, a conglomerate involved in real estate, cellular telephones and other businesses.

Italian Stocks Compiled by Our Staff From Dispatches about whether Prime Minister Car-MILAN -- Italian financial marlo Azeglio Ciampi would be able to kets regained some poise late on Tuesday after political fears had triggered a stampede out of the lira. carrying the currency to record lows. Nerves were soothed by a statement by Achille Occhetto, leader of the former communist Democratic

994.75

Party of the Left, one of the main winners in Sunday's local polls, pledging support for the ailing Rome government's hndget plans. The lira, which touched a record low of 1,005.25 to the mark during

the morning, rebounded to close little changed on Monday at ments deficit of 2.92 trillion lire in October, a sharp turnaround from

currency, investors in Italian stocks and bonds had also unloaded their holdings, extending heavy losses seen on Monday in the wake of the

Stock and bond prices, while remaining below Monday's levels, recouped some losses, with the Milan MIB index ending down just 0.36 percent. The index lost 4.9 percent on Monday after Italians humiliated the ruling, scandal-tainted Christian Democrats, splitting their votes between the political right and left and the federalist

Northern League The market is now back to its June levels, wiping out the sum-The elections raised questions the next three years,

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Frankfurt	DAX	2,027.41	2 030.00	-0.13
Frankfurt	FAZ	784.77	788.16	·-0.43
Helsinki	HEX	1,518.81	1,526.97	-0.53
London	Financial Times 30	2,328.00	2,328.20	-0.01
London	FTSE 100	3,069.30	3,070.80	-0.04
Madrid	General Index	297.36	299.80	-0.81
Müan :	MB	1,132.00	1,163.00	-2.67
Paris	CAC 40 .	2,071.47	2,082.61	0.53
Stockholm	Alfaersvaenden	1,548.56	1.567.58	-1.21
Vienna	Stock Index	450.15	454.99	-1.06
Zurich	SBS	927.73	928.17	-0,05
Sources: Reuters	AFP		International H	enald Triber

Very briefly:

Belgium.

* *

• Lagardère, the French conglomerate, said that Bernard Attali, who recently relinquished the chairmanship of Air France, will chair the supervisory board of Arjil Bank, controlled by Lagardère.

• France's economy will grow next year by 1.4 percent in real terms hut will decline hy 0.8 percent this year "if things go well," said Budget Minister Nicolas Sarkozy. The national statistics institute also announced that consumer prices rose at a rate of 2.2 percent in October, down from 2.3 percent in September.

Electronic Data Systems Corp., a unit of General Motors Corp., has been chosen to run the computers of Britain's tax collection agency, the Inland Revenue, for a decade for \$1.48 hillion (£1 billion).

• Rhône-Ponlenc SA's public share offer, which closed Tuesday, will be oversubscribed, and possibly by as much as three times.

• Allied-Lyons PLC said that pretax profit for the six months ended Sept. 18 had risen by 21.8 percent. to £285 million (\$420.66 million), buoved by a steady performance from its brewing, distilling and retail businesses. · VIAG AG said group sales in the first three quarters were steady at yearearlier levels but earnings lagged last year's because of restructuring.

9-Month Profit Rises at Fortis

profit rose 15.0 percent, to 343.8 million Ecus from 299 million Ecus. Compiled by Our Staff From Dispatches BRUSSELS-Fortis, a Belgian-Dutch insurance and banking com-The company again forecast higher profit for the full year. pany, said nine-month profit was up 19 percent on strong gains in its

Revenue rose 11.0 percent, to 6.88 hillion Ecus from 6.20 billion. For-Dutch nonlife-insurance husiness and its life-insurance business in tis's operating profit rose to 343.8 million Ecus from 299 million.

Fortis, a joint venture of Amev Fortis said its results reflected NV of the Netherlands and Group improvements in nearly all coun-AG of Belgium, said profit rose to tries and sectors. 357.1 million European Currency

Units (\$401,4 million) from 300.6 Its Spanish operation, Caifor, also contributed to its growth. Formillion Ecus a year earlier, in line with analysts' forecasts. Operating tis said. (Bloomberg, AFX)

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GATT Chief Assails U.S. Stance on Tax Rules crimination rules embodied in the new services. GENEVA - The world trade chief assailed agreement. In effect, this would give the United States unlimited rights to tax foreign individthe United States on Tuesday for its plans to. uals or companies at a higher rate than locals. opt out of new international rules on taxation. Peter Sutherland, director-general of the Gen-.

The Treasury has argued that it needs to keep control over tax policy to prevent tax evasion by non-Americans.

Mr. Sutherland told Leslie Samuels, assistant secretary for tax affairs at the U.S. Treasury, the United States was isolated on the tax issue. Meantime, in Washington, Trade Represenwanted to exempt direct taxation from nondis- tative Mickey Kantor and his European coun-

terpart, Sir Leon Brittan, resumed talks Tuesday to seek a way out of an impasse over farm subsidies that has stymied the negotiations to liberalize world trade. mer's rally,

The United States has insisted it will never yield to a French demand that it renegotiate provisions of the Blair House agreement with the European Community, a deal cut a year ago to reduce farm subsidies.

Sir Leon, the European Community's trade commissioner, was to meet President Bill Clinton after his talks with Mr. Kantor. (AP, AFP, Reuters)

DRUG: German Prescriptions Law Upsets Doctors and Drug Companies

Continued from Page 9:

such strains. After she had a heart attack a year ago, Miss Keuch ed, Previously, Germany had few asked her doctor for Lasix, a diuretic made by Hoechst AG that . and no incentives for doctors or had been prescribed for her in the hospital. He refused and prescribed a substitute, saying it was just as good but less expensive,

"He gave me everything else I last year's spending level, on the wanted, except that medicine," value of prescriptions reimbursed Miss Kench said. "On Sept. I, I by sickness funds, the government switched to a different doctor in set limits on the prices the funds Bonn. She prescribed the Lasix for could pay for more than half of all me." Miss Kench said she thought brand-name medicines.

Lasix was stronger and more effective. - Some say the controls are needcost controls on prescription drugs patients to use less costly alterna-. a 22 percent decline.

tives. In addition to setting the \$15 billion cap, 9.1 percent less than

In 1992, the total value of pre- however, that statistic does not inscriptions was \$16.5 billion. Ulrich dicate the current trend. Vorderwalbecke, a director of the The pharmaceutical industry ar-Pharmacentical Industry Associagues that it is unfairly bearing the tion, estimates that only about hrunt of the cost-cutting.

\$12.9 billion will be spent this year, "While the drug-research companies without exception are show-Mr. Seehofer, the health minister ing strong sales losses, the generic

who pushed for the prescription producers are recording doublecost controls, said that, despite the digit growth rates," said Dr. Karlindustry's argument that the con-Gerhard Seifert, the Hoechst board trols would stifle development of member responsible for its pharnew drugs, the number of drugs macenticals division, "Reduced to with new active ingredients had not the lowest common denominator, declined this year. Because it takes the research-driven pharmaceutical about 10 years to develop a drug, producers are footing the bill."

force its deficit-cutting package through Parliament by year-end. But investors were soothed after Mr. Occhetto said his party would support the government's 1994 budget. He called the market's fears about his economic policies unjustified." The market jitters also coincided with a report that the Italian balance of payments plunged deeply into the red in September, an official source said. The source said Italy showed a balance of pay-

Political Fears

Roil the Lira and

a surplus of 7.69 trillion lire in Alarmed by the weakness of the September, and from a surplus of 10.06 trillion lire in October 1992. (Reuters, AFP. Bloomberg)

Layoffs at Fiat local government elections.

Fiat SpA, one of the few European carmakers to steer clear of heavy layoffs in recent months, plans to cut 4,800 jobs in 1994 because of the crisis in the car market, Reuters quoted the head of Fiat's industrial relations board, Maurizio Magnabosco, as saying. Mr. Magnabosco said Fiat also

intended to put between 7,000 and 10.000 workers into a temporary lavoff program next year. Fiat was meeting with unions Tuesday to present its development plans for

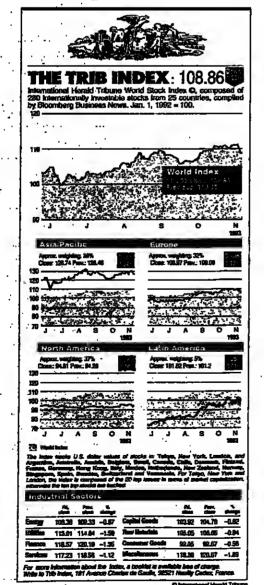
Thorn Stock Slumps 4%

After Weak Profit Report dend payment helped hammer the stock," said an analyst at LONDON - Shares in Henderson Crosthwaite. Thorn EMI PLC fell more than

4 percent on Tuesday after the Thom's pretax profit totaled company reported static earn-£105 million (\$154.98 million) ings for its first half. in the six months ended Sept. Shares in the diversified music 30, barely changed from £105.2 company closed 31 pence lower, million a year earlier.

at 918 pence (\$13.54), after the Operating profit for its music business, which includes its Vircompany reported results that included a widened loss at its technology and defense units gin unit, rose 48.3 percent, to and also said its dividend for the £89.9 million. The company's first half would be unchanged rental division earned £52.6 milfrom last year's level of 9 pence. lion, up 17.7 percent. But the technology and defense unit had a loss of £14.7 million, wider "The earnings were at the lower end of expectations, and disappointment over its divithan £1.7 million a year ago.

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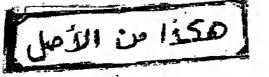
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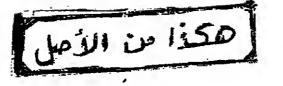
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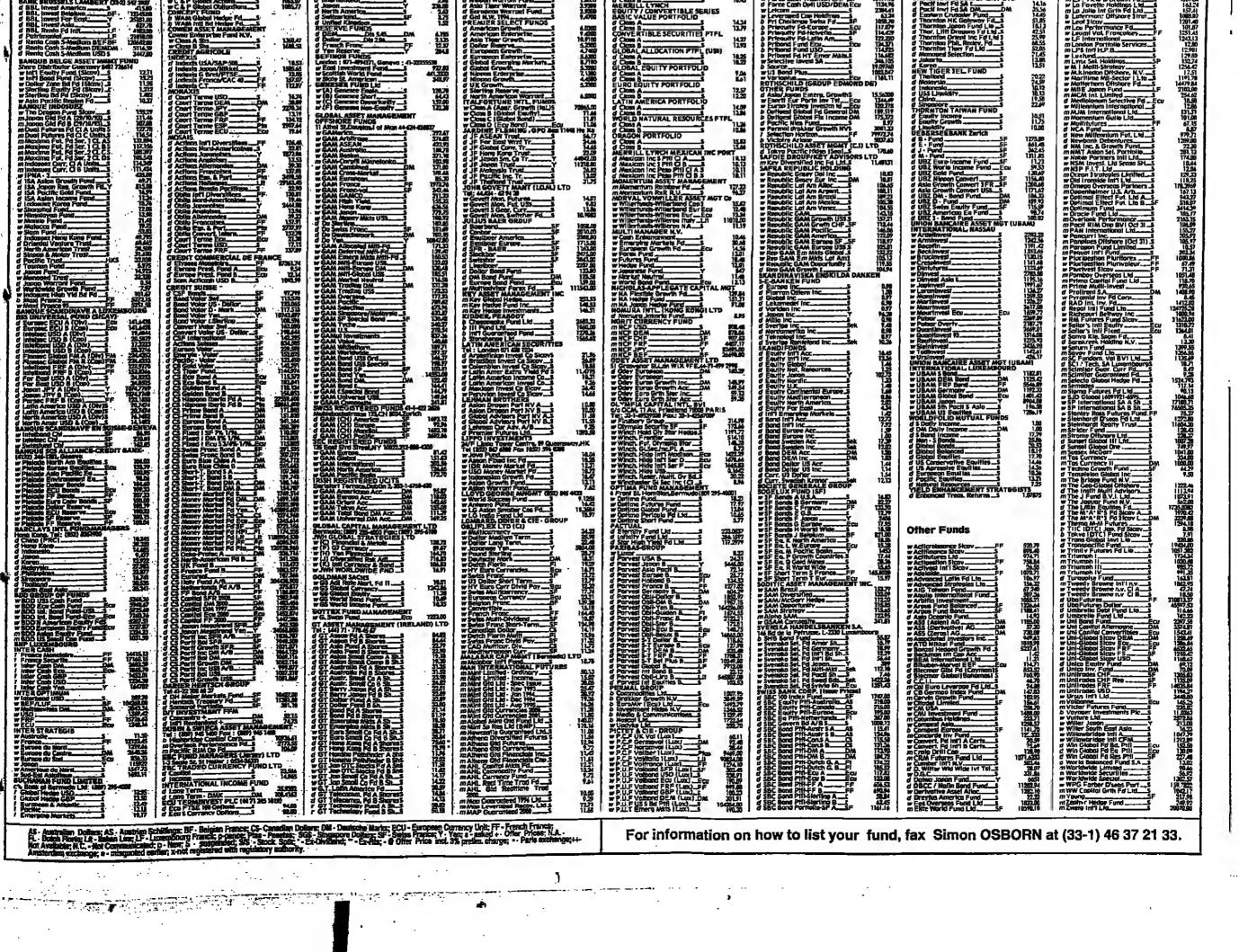
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China, Giving Up Inflation Fight, Decides to Embrace a Whirlwin

By Patrick E. Tyler New York Times Service

Page 16

BELIING - For months, it has been unclear if China's soaring economy could be brought in for a landing — a hard one or a soft one. depending on the austerity measures the government used last summer.

But it now appears the Chinese economy is not going to land at all. Indeed, according to some analysts, China's leaders are no longer even looking for a place for it to touch down

More than a week after a meeting of the Communist Party Central Committee, Chinese and Western economists here said China's party elders have shrugged off a fivemonth-old austerity drive in favor of a round of rohust growth.

There is no austerity program right now." one Western diplomat who follows the economy said. "It is clear they have made the decision to emphasize growth," His conclusion echoes reports from around China that austerity measures have been quietly put aside.

A Chinese government economist. Fan Gang, one of the many advisers to the Central Committee. said. "Inflation next year is going to be greater than this year, and deid for construction materials and imports is going to be very high." Moreover, China's trade balance is likely to show a deficit of as much as 510 billion this year after posting a \$4 billion surplus in 1992. contracts for German vendors. to- characteristics," a Western econo-"This is the overheating." Mr. taling \$2.8 billion. Fan said,

Inflation, after declining for two "austerity" has become politically in terms of clarity," he added, "and putting a value-added tax into ef- the Academy of Social Sciences, months in 35 urban areas across incorrect since China's paramount the time schedule makes clear that feet until July. Western officials clearly feel vindicated. China, begin edging back up in Oc-tober 10 more than 21 percent, the eve of the Nov. 11-14 meeting. the year 2000." State Statistical Bureau said, and the figure is expected to climb further. socialism Considering that China's economy will expand more than 13 per- known to be a supporter of moder-

cent this year after inflation, the ate growth of 6 percent to 8 percent prospect of turning loose the country's provincial commissars to build factories, bridges, office huildings, dams, hotels, highways, railroads, and power plants seems breathtaking.

A number of senior Chinese offithey doubted that China's harbors growth as the only course. and bighways, already jammed with imports, construction material and cargo containers on wheels.

can handle a surge of goods. June, has faded from view. Some analysts, however, say that because to run the 100-yard dash again and Mr. Zhu is obviously in charge of again." one economist said. And with the price of concrete and other he remains a key player on the basics in China rising at more than leadership team. 40 percent a year, at what cost? But the throttle has already been threat of inflation, others focused

opened, and foreign corporate in- on the importance of the leadership vesument continues to pour in. meeting in installing a new cate-Signed contracts were a staggering chism in China's struggle toward a \$83 hillion in the first nine months of 1993 and seem headed for more than \$100 billion hy year-end. A sign of the times was Chancel-lor Helmut Kohl of Germany pass-to seven years of restructuring to-

ing through Beijing this month to help wrap up. in one sitting, 20 market economy with Chinese

mist said.

"This is a dramatic step forward In this environment, the word

"Development at a slow pace is not

Even Prime Minister Li Peng, three broad fronts: Central Committee said China a year, has put himself at the head would go ahead with a plan to re-

In this environment, the word 'austerity' has become politically incorrect.

cials and Western analysts said of the chorus endorsing accelerated vise its tax system beginning Jan. 1. The goal is to reverse the central Zhu Rongji, the deputy prime government's declining revenue base and assure it of a source of minister who hecame the central bank chief and economic czar in revenue that will rise in proportion to national output, allowing it to finance education. military and welfare programs. rebuilding China's banking system.

vincial authorities have produced a plan to leave a healthy portion of those tax revenues in provincial bands. China's booming coastal provinces have become stubborn about

glorious.

viduals. Service taxes will be levied on professionals, and excise taxes will hit luxury goods consumed by the growing class of well-to-do Chi-The government has postponed

pute but as a result of the complex-Under the blueprint. Chinese of ties of carrying it OuL

ficials will attempt reforms on • Second, the Central Committee approved changes in the bank- arguments, but at least it's the next • First, on the fastest track, the ing system that would give the country for the first time a central bank able to control the money supply and discipline the dispensing of credit by regional officials. Under communism, those officials have treated government loans as revenue. Debt and the obligation to

repay loans are new concepts for China's state industries. The bank reforms would separate arm's-length commercial banking operations from the "directed" lend-

ing still necessary to prop up Chi-na's unprofitable state factories. • The third, and arguably the most important, of the Central Committee's decisions was to begin "step hy step" to convert some state-owned industries into modern.

corporations that could attract outside investors. The investors would eventually own assets and earn profits and be able to exercise control over management.

As the most sensitive issue for a enterprise reform was the most hotly

debated, according to Chinese peo-ple familiar with the debate. Legislation codifying China's first corporation law is due in the National

People's Congress early in 1994. such as Mr. Fan, an economist at

"I think this is a major step and

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the most important result of the meeting," Mr. Fan said in an inter-view. "They didn't accept all of our step and in the right direction." One Western diplomat said some of China's radical reformers were less congratulatory. "The radical reformers wanted a

policy statement that in 1994, the state enterprises would be put on a profit-and-loss basis, that the state would greatly reduce its subsidies and that the banks would only lend

to state enterprises using commer-cial criteria," the diplomat said. "It's still a very pro-reform document, but it is not necessarily as bold and specific as everyone expected or wanted," Another Western banker, how-

ever, said he was more sympathetic to the step-by-step approach. "They are not willing to see mass bankruptcies, that is for sure," he said, referring to concerns about social unrest. "But I think the writing is on the

wall for most state enterprises: They had better get in shape, or socialist economy to confront, state they are going to be forced into bankruptcy."

Tax Measures Defended

China's tax changes seek to halt the drop in central government revthat divide tax income between enue that has left Beijing almost

Younger and liberal economists broke while provinces grow rich. central and local anthorities give ich as Mr. Fan, an economist at Reuters quoted Vice Finance Min- around 60 percent to the national

A Feisty Dragon Five materies of musicolity File remained between the to cool Chinese entrony. Figures and personal entrony from the person tage charges from the scale period in 1992.

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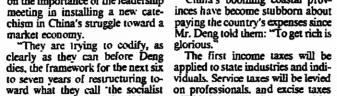
But Beying's share of government. ister Xiang Hunicheng as saying annual tax income, he said, had fallen to 38.6 percent by 1992 from

57 percent in 1981. The reforms will senarate central taxes --- customs tariffs-consumption taxes and income taxes on state enterprises and other major concerns - from local taxes on businesses and personal incomes.

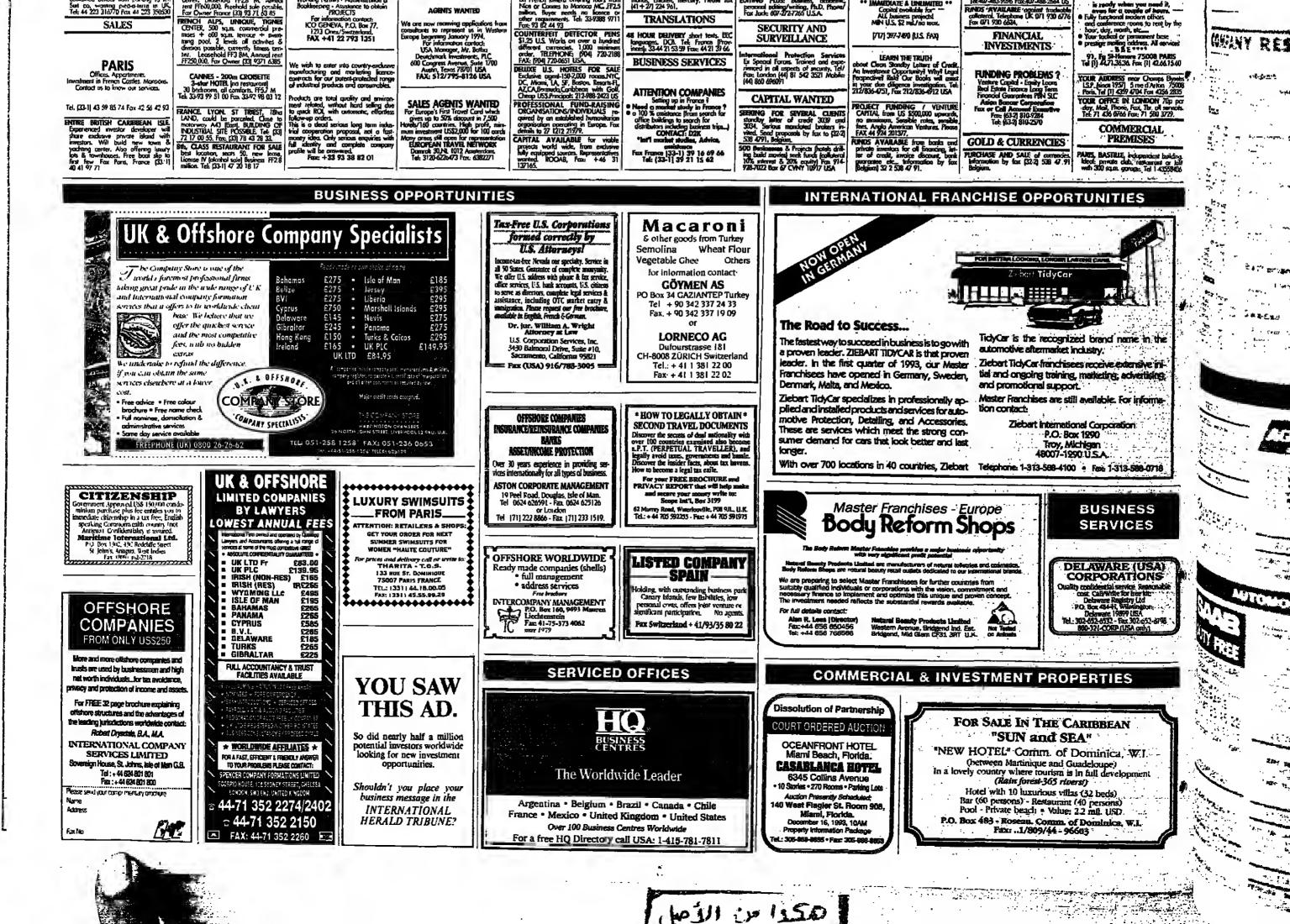
Tuesday in Beijing "We must make efforts to change the situation and strengthen macrocontrol," Mr. Xiang said. Mr. Xiang said most countries

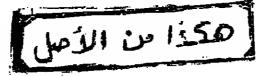
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manager Huang Jiming told the Xinhua news agency.

some of the country's senior economists said.

year earlier and 0.4 percent from September.

Indonesia, one of the world's biggest borrowers, is wasting 30 percent of

its development budget and may lose more to expensive prestige projects.

· Singapore's consumer price index in October was up 2.6 percent from a

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INTERNATIONAL HERALD TRIBUNE, WEDNESDAY, NOVEMBER 24, 1993

recent boom.

U.S. rates.

investors, poured money into re-

gional markets to capture higher

returns than they could get at

bome. But rising rates might cause

a flight of capital to the United

Nial Gooding, an analyst with

Barclays de Zoete Wedd in Hong

Kong, said there were fears that

continued market weakness in Ja-

pan could cause a financial crisis in

that country, which in turn could

affect bond prices in the United

States and force up interest rates.

"Japan is probably going to have a bad day tomorrow, and if so, then we are going lower," Mr. Gooding said, referring to the Hong Kong

for a holiday on Tuesday.

Thanksgiving holiday.

recent rises in Asian markets.

States, brokers said.

ASIA/PACIFIC

Tokyo Nikkel 225

20000

19060

18000

17066

Tuesday

2,076.69

2,009.60

Closed

966.88

817.90

4.235.75

2,388.15

2,044.80

1,458.54

523.31

1.305.24

Close

Prev. Close

9.036.02 9.170.64 1.47

2,096.74

2,049.30

17,384.84

989.40

1,310,13

834.58

4,216.94

2,418.13

536.46

2,073.32

1,451.63

Bloomberg, AFP, Reuters, AFX

W.

J J A S O N 1993

Change

-0.96

-1.94

-2.28

-0.37

-2.00

+0.45

-1.24

-2.45

-1.38

+0.48

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Page 17

Canberra The Trashing of Indonesia In Uproar at **Canadian's Media Stake**

Reuter.

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wild

CANBERRA - Prime Minister Paul Keating, just off the plane from Seattle, ran into a political brawl Tuesday over his decision to let the Canadian media baron Conrad Black increase his stake in the Fairfax newspaper company. The Australian Democrats and

the Liberal-National coalition, which hold the balance of power in the Senate, said they had agreed to set up an inquiry into Mr. Keat-ing's pre-election deal allowing Mr. Black to lift his stake to 25 percent.

Mr. Black said last week that Mr. Keating told him he would approve increasing the stake from 15 per-eent if the political reporting of Fairfax newspapers was fair and balanced ahead of the federal election last March 13. The revelation sparked allegations that Mr. Keating was attempting to foster biased electoral coverage.

The government, rewriting regulations on media ownership by foreign investors, allowed Mr. Black to increase his stake in April. His British-based The Telegraph PLC now has 24.2 percent of Fairfax.

Mr. Keating, who arrived in Canberra on Tuesday after last week's Asia-Pacific Economic Cooperation meeting in Seattle, said it was the prime minister's job to weigh a newspaper's coverage when deciding on foreign ownership. "We are the ones who have got to

take the decisions about who gets what in terms of equity," Mr. Keating said in a radio interview.

Australia Brakes

'Super' Share Plan

CANBERRA - Australia's attorney general, Michael La-varch, said Tuesday that the government would intervene if the stock exchange acted too rapidly on News Corp.'s proposal to issue shares with extra.

cussion paper on Rupert Murdoch's idea for super voting shares and sought public com-ment by Nov. 29. The exchange is expected to decide whether it. should change its rules to allow differential voting tights by mid-December, which Mr. Lavarch said is too quickly.

Illicit Plastic Waste Curbs Recycling By Michael Richardson utional Rendd Tribune JAKARTA --- Sugundo knows little about the high-tension nego-tiations that are intended to prosian cities with valuable free reduce an accord by mid-Dece on liberalizing world trade. But he is adamant that Indonesiz's poli-cy banning imports of plastic

waste from the United States, Europe and other industrialized nations must be maintained. For more than 20 years, Mr. Sugundo has carned a mease living as a trash collector. Each

morning at dawn, before the traffic and tropical heat get too intense, he starts his round with nongovernment organization. his wife, Rukmini. Taking turns to push the cart, they stop outside houses, shops and market stalls to sift through refuse boxes for discarded plastic and iron. When enough is collected, it is sold to a buying agent.

Eventually the material ends up in one of many local plastics factories, where it is turned into toys, containers and other saleable products. Despite working consistently

10 hours a day, seven days a week, Mr. Sugundo complains that his income has fallen by nearly half to about 3,500 rupiahs (\$1.67) a day, from 6,000

products. It said the West now ports of plastic scrap that have produces so much waste that not flooded into Indonesia in recent all of it can be recycled, incineryears, mainly from Europe and ated or buried at home at an America, Factory owners say they acceptable cost but has to be prefer foreign plastic because it is exported to developing coun-

Martin Posth, a board member of the German auto-

maker responsible for Asia, handed a written proposal

to Tran Lum, the minister for heavy industry.

and Australia," she said.

VW Bids for Vietnam Plant

tries. They said that in 1992 alone, the United States exportcheaper, better sorted and less used than Indonesian material. Yet trash collectors such as ed more than 14,000 tons of plas-Mr. Sugando "provide Indonetic waste to Indonesia.

The social and environmental impact of plastic recycling cycling services which keep the environment clean and save muprograms is bitle known by peonicipal authorities millions of ple in waste-exporting coundollars annually in waste dispostries," said Andreas Bernstorff, a al costs," said Ita Rachmita, a campaigner for Greenpeace in Hamburg. "People in Germany are told that their plastic wastes

Factories prefer are being recycled in an orderly fashion, but their so-called recy-Western plastic. cling system is turning Indonesia into a rubbish tip."

Mr. Sugundo said that as a reresearcher at the Indonesian Forum for The Environment, a sult of the plastic imports, he is now struggling to send his two Following protests from repre-sentatives of an estimated 200,000 children to primary school and nay "informal rent" to officials of the state railway company for his trash collectors in Indonesia, the eroment banned import of one-room squatter but, made of plastic scrap a year ago. However, Ms. Ita said large-scale illegal imports continued. "Since the ban was imposed, wood and cardboard covered in plastic sheets and standing on and near a railway track. "We usually make do with only one more than 5,000 tons of plastic meal a day," he said. "Bot that waste has entered Indonesia from makes it difficult for our children the United States, Europe, Japan to grow strong and concentrate at school."

Officials confirmed there was a Jarwono, who collects plastic problem with illegal imports but said it was difficult to scrutinize and other trash from the main dump for Jakarta at Bantar Gethe entry of all containers into a bang, has five of his eight children in primary schonl. All of them country as large as Indonesia. The Greenpeace environmen-tal group monitors trade in waste work part-time scavenging, doing odd jobs or selling small items, such as cigarettes, on the street. He said he worried that the sharp fall in his income caused by waste plastic imports will force him to cut short their education, a step he dreads taking.

Asian Stocks Skid on Fears Over U.S. Rates

HONG KONG - Slock markets skidded throughout Asia on Tuesday, with most exchanges clos-

ing sharply lower as investors lower as the key 30-share Straits locked in profits on fears that a rise Times industrials index fell nearly in U.S. interest rates might end the percent to 2,076.69.

Local markets, led by Seoul, Sydney and Hong Kong, followed the direction of London and Wall 1,000-point barrier on Monday, fell Street on Monday, which bad also dropped on concern over rising close at 966.88.

The region's shares had recently the Weighted Price index rose 18.81 points, to 4,235.75. staged a bull run as U.S. invest-

To Absorb Investment

Reuters TAIPEI — Three Taiwan investment-trust companies said Tuesday they expected to receive regulatory approval by the end of December to raise almost \$500 million of foreign funds for investment on the

market. Tokyo markets were closed local stock exchange, The near-term picture on interest Managers at the trust comrates will be clouded with U.S. nanies said they hoped to benmarkets closed on Thursday for the efit from increasing foreign interest in Taiwan's stock James Osborn, director of sales market, fueled by a flood of at Baring Securities in Hong Kong, said investors may want to lock in profits as the end of the year aprestrictions on foreign investproaches in the wake of the massive ment in equities.

New funds could mean a large expansion for mutual funds managed by four major local trust companies.

1.47 percent, to close at 9.036.02. pei Fund.

Seoul stocks also sank, pushing the Composite Stock Index down 16.68 points, or 2 percent, 10 \$17.90. Brokers expected it to test the barrier of 800 points soon. In Australia, the All Ordinaries

level of 2,300. It has shed 5.8 per-New Zealand shares also were

rival not to compete was typical of the cozy relationships that existed in the established airline industry. He said one reason Virgin chose

Compiled by Our Staff From Dispatches oly on the route. "There is room for HONG KONG - Virgin Atlanat least three airlines," he said.

> Mr. Branson said he did not want Virgin growing into a large carrier. "Our aim is to fly to 14 major cities in the world, and about 20 airplanes. I think that is beginning to get dangerously too big." he said. "I think that before we reach that size, it's likely that we'll do exactly what we did with [Virgin] records - maybe split the airline into three separate airlines, with maybe seven planes per airline."

He also said Virgin would pick a new Asian destination by April, "J suspect the most likely route will be Singapore," he said. Service would

After trading ended, the Asia-/Pacific component of the Inter-Mr. Posth said Volkswagen, which already has a national Herald Tribune World Stock Index fell to 122.00 from 122.71 on Monday. Hong Kong's blue-chip Hang Seng index shed 134.62 points, or Vietnam has three car plants - a Japanese-South

kong car, a venture between Mekong and Fiat SpA's lveco unit making trucks and buses, and a Philippine-Mr. Posth was a member of a German trade

"Volkswagen wants long-term cooperation with Vietnam," Mr. Posth said during the meeting. Unisys Corp. of the United States and Japan's index dropped 39.7 points, or 1.94 Mitsui & Co, have signed a joint cooperation agree-ment with Vietnam's Ministry of Science, Technology smashing through a key support Mr. Lum said that Renault SA, Peugeot SA, Mercedes-Benz AG, Chrysler Corp., General Motors and the Environment to develop the country's computer industry, spokesmen for the companies said cent so far this month. Corp., Toyota Motor Corp. and Mitsubishi Corp. had also shown interest in making cars in Vietnam. Indus-Tuesday, Agence France-Presse reported from Hanoi.

battered, with the NZSE-40 index dropping 28.53 points, or 1.38 per-cent, to close at 2.044.80. Singapore sbares closed sharply

In Malaysia, the 85-share Kuala Lumpur Stock Exchange Composite index, which pierced the key

22.52 points, or 2.28 percent, to Taipei was the exception, where

ment funds, followed by Japanese

Taiwan Set

Sources: Reu Very briefly: DHL Worldwide Express Ltd. said its venture in China would open seven more offices and be the first joint venture in the country allowed 10 provide a domestic courier service. Japan's economic slump has caused more than 60 percent of the

country's largest companies to cut jobs or announce plans to do so. according to a survey by Kyodo News Service. · Malaysia wants to set up a car assembly plant in China to tap the country's growing domestic market. • Volkswagen AG's joint venture in Shanghai plans to make 200.000 Santana sedans in 1994, double the planned output for 1993, general-

funds into regional exchanges and by Taipei's plans to ease

"It's good timing for us to raise new funds, as authorities are actively liberalizing rules on foreign investment," said David Yu, manager of the Tai-

International Investment Trust Co., which has a fund named ROC Fund with capital of \$238 million, said it planned to raise an additional \$60 million and set up a new fund to raise up to \$150 million.

The companies are awaiting approval by Taiwan's Securities and Exchange Commis-sion and its central bank.

to avoid a competitive clash. Mr. Branson said that to publicly ask a **POWER:** Hopewell Holdings Offers a New Kind of China Investment

tic Airways is likely to expand ser-vices to Singapore next year, but the airline may be split in three to keep it from getting too big, its chairman, Richard Branson, said Tuesday. Mr. Branson also promised a price war on the London-to-Hong Kong route, which Virgin is 10 begin serving Feb. 22, and criticized the chairman of Cathay Pacific Airways, who reportedly asked Virgin

HANOI — Volkswagen AG and the steelmaker Thyssen AG offered Tuesday to produce cars and automobile parts in Vietnam, joining a long list of made proposals. Shanghai plant, hoped to move into Laos and Camboforeign manufacturers bidding to make vehicles here. dia if it established an operation in Vietnam. The attractions are a government policy increasingly geared to foreign investment, cheap labor and a Korean company assembling the four-wheel-drive Memarket of 70 million people currently moving from the

Vietnamese company that makes Mazdas and Kias. delegation.

try sources said South Korea's Daewoo Corp. has also

Unisys-Mitsui Deal

rupiahs three years ago. He blames the decline on im-

2.5

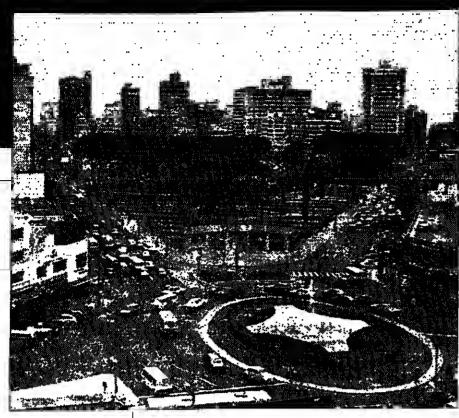
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COMPANY RESULTS

Hosses, in millions, Brein Honda Alb iccal currencies unises otherwise indicated. Honda 1997 1997 Britain Profit 1997 1997 Alb Britain Profit 1997 1997 Alb Britain Profit 1997 1997 1997 Allied-Lyons Transman 2,570 2,570 Persitar 2,700 2,570 2,570 Persitar 2,100 2,570 2,570 Persitar 2,100 2,570 2,570 Persitar 2,100 2,570 2,570 Persitar 2,100 2,570 2,570 Persitar 3,400 2,700 1972 1972 Persitar 3,400 2,700 2,570 2,570 Persitar 3,400 2,700 15,771 15,771 Persitar 3,400 2,700 15,771 15,771 Persitar 3,400 2,700 15,771 15,771 Persitar 1,500 1,510 15,771 15,771 Persitar 1,520 1,510 15,771 15,771 Persitar 1,520 1,520 1,571 1,571 <td< th=""><th>States ing a power plant in exchange for an attractive long-term lease, in which the company runs the plant and collects the profits. After recouping its initial invest- ment plus a healthy return, the company agrees to transfer the ment plus a healthy return, the company agrees to transfer the ment plus a healthy return, the company agrees to transfer the ment plus a healthy return, the company agrees to transfer the ment plus a healthy return, the company agrees to transfer the ment plus a healthy return, the company agrees to transfer the ment plus a healthy return, the company agrees to transfer the ment plus a healthy return, the company agrees to transfer the ment plus a healthy return, the company agrees to transfer the ment plus a healthy return, the company agrees to transfer the ment plus a healthy return, the power plant back into local hands. Maxie the the company's managing director, state "135 affer the contracts that we deem feasible." Mr. Elliott said Hopewell has the company to build power plants for provinces in the Philippincs. at plants in the Philippincs. Table 1933 1972 1974 1975 at plants in the Philippincs. Table 1936 great expectations, Hopewell will the the secured 20 features of intent from provinces in the Philippincs. Table 1936 great expectations, Hopewell will the the plant is in the Philippincs. Table 1936 great expectations, Hopewell will the the secured 20 features of intent features for the plant in the Philippincs. Table 1936 great expectations, Hopewell will the the plant is in the Philippincs is in the the plant is the plant features is in the the plant is the plant features for pro- ter at agreent the provender with those to the features for the plant is the plant features is in the the plant is the plant features is in the the plant is in the plant features is in the the plant is the plant features is in the the plant is in the plant features is in the the plant is the plant features is in the the plant is in the p</th><th>s (\$1.62) each in an initial public ering starting Wednesday. Some 7 million of the shares are re- ved for Hopewell holders. A further 381.4 million shares re sold privately through Hong ong and international place- ents. According to Eamonn eManus at Wardley Corporate ance, the international place- ent is already finished. "It was very comfortably over- bscribed," Mr. McManus said. The bleak statistics for power oblems in China and the Philip- nets are partly fueling investor en- usiasm for the issue, traders said. In 1991, China's per capita con- mption of electricity was 562 cowatt hours, compared with 333 in the United States. Power shortages are a chronic oblem, and with economic partent a year until the end of ecentury, a venture focusing on e nation's ailing power industry ikely to boom, traders said. In the Philippines, the thirst for</th><th>There are six to 10 hours of ro brown-outs, or power reduct every day in the Philippines conding to Hopewell. That, Mr. Elliott said, s Consolidated Electric's pote for growth. In Wednesday's initial offer the Japanese trading company emaisu Corp. intends to buy million Consolidated Ele shares, the Hong Kong congle ate Cheung Kong (Holdings) will seek 40 million shares, an investment and financial-ser concern Peregrine Internat Holdings plans to take 24 m shares, Hopewell said.</th><th>will apply for half of being offered, but he ower allocation prior other applicants, the of other applicants, the of AMERICAN EXPRES (CDRs) AMERICAN EXPRES (CDRs) AMERICAN EXPRES (CDRs) Ameterdam, div. epn. (CDR's American Company each repr. be payable with Dfls per rec. date 08.08.93; sh) after dedaction of s 0.1875 = Dfls. 0.35 eps. belonging to no The Netberlands will deduction of an edditio tax (= 5 0.1875 = Dfls. Dfls. 1.66 pet. AMSTERDAM DEL</th><th>of the shares e will have a rity than any company said. MENT SCOMPANY sunces that as 1993 at Kas- mistraat 172, no. 55 of the Express 5 shares will 2,01 net. (div. gross 5 0,25 p. 15% USA-tex per cOR Div. n=residents of be paid after snal 15% USA-tex possTARY N.V.</th><th>Avy-British Air duop- son a NCY AND CAPITAL N CURRENCY MANAGEM Winchester House, T' Lond Tel: 071-382 974 FOREIGN EXC 24 Hour London Des Competitive Rates & Des all for norther Information 1 Myths and Duff & 5 oslidar will move higher, pre- ted Japanese gaultes are not</th><th>MARKET SERVICES ENT CORPORATION PLC Ion Wall - London FC2M 5ND Fax: 071-382 9457 HANGE & GOLD aling Desk tily Fax Sheet for G brochure OICCCSS for 1993 clous metals have been In a new builtirend. You cld noclastic investment lefter of Chart Analysis (Id, 7 Swellow 21 - 439 4961 (021 in UK) of Mails Sting contact: in London 48 02 0.2254</th></td<>	States ing a power plant in exchange for an attractive long-term lease, in which the company runs the plant and collects the profits. 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ADVERTISING SECTION

Page 18



Lima is ready to welcome foreign investors

now that Peru

has einbarked on a dramatic

economic

turnaround.

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tional Herald Tribune's

advertising department. •

It was written by

Corinne Schmidt-Lynch

and Adriana von Hagen,

free-lance writers based

in Lima

PERU AT A GLANCE Land area: 1,285,216 square kilometers (514,086 square miles)

Natural resources: Copper, silver, gold, petroleum, ümber. fish, iron ore, coal, phosphates, potash Population: 22.8 million Languages: Spanish and Quechua (official), Aymara (highlands) and dozens of others spoken by native inhabitants in the Amazon basin Labor force: 8 million Government: Republic Independence (from Spain): July 28, 1821

AN INTERVIEW WITH PRESIDENT Fujimori, total modernization. As to Peru's president since why the constitution won by such a narrow margin, 1990, recently spoke

about the dramatic moves that is not unusual. Here his government has made we're used to the president to improve the country's having a very high approval economic and business rating: 64 percent nationwide and 70 percent in In your view, who won Lima. It shows that votes the constitutional referen-dum of October 31? Even if can't be transferred from a person to a proposal. But it wasn't approved by the the victory is overwhelmoverwhelming majority of ing, and within a global Peruvians, will you seek recontext, it is extraordinary. election in 1995? My government plan has

Alberto

climate,

I haven't yet decided to been strengthened. I'm run in 1995. Now we have going to work more ina new constitution, and tensely in certain areas, with that Peru has won such as education in the because it will lead us to provinces and in recon-

structing these areas by providing more direct social-welfare programs, In that sense, there is a change in the government plan, which means an improvement in the macroeconomic and social conditions of the country in general.

How do you justify your "self-coup" of April 5, 1992?

The political system demonstrated inefficiency. and so we were trapped. One could neither move ahead with the 1979 constitution, nor could we sacrifice two or three years. In the years that the 1979 con-

stitution was in effect, nothing was done, in spite of the serious risks that terrorism signified. So I think it was a well-justified move.

ALBERTO

In many ways, economic stability existed before your self-coup of April 5, yet some investors are still wary because political stability is not as evident. Do you think another April 5 is

possible? With the approval of the new constitution, I don't think that kind of situation could arise. I won't even speculate, because it just won't happen. This constirution not only provides po-

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litical stability, but also the economic and financial stability that apparently exist-ed before, but with some reservations.

FUJIMORI

You have often said that you enjoy being president. What is it you like about your iob?

It fascinates me. It fascinates me because I like to confront challenges. I think that's part of my nature, part of my personality. I purposely seek challeoges. If everything is peaceful, my life is dull. It depresses me. I like finding solutions

Continued on page 17

Along with the recovery program, as an ambitious privatization drive and laws designed to attract foreign investors to Earlier this year, Peru cleared arrears with Washington's multilateral credit banks, making the country eligible for fresh loans for the first time since 1985, when Pacific - La Ord PERL Ocean

> Peru's Pacific orientation is reflected in trade overtures to Asia.

ADVERTISING SECTION



A. 18

The passage of the constitutional referendum on Oct. 31 was a victory for the Fujimori government.

AN ECONOMIC COMEBACK

In the three-and-a-half years since mated 40 percent this year. In 1994, infla-president Alberto Fujimori took over a tion is expected to fall to around 27 percountry battered by hyperinflation, a zero credit rating and one of Latin America's most violent insurgencies, Peru has, according to many observers, made a remarkable comeback in the face of almost unsurmountable odds.

We are beginning to feel the recovery." says Rafael Venegas, managing director of

6 percent growth for 1993

Citibank NA. Mired in a deep recession, the economy, which shrank 2 percent in 1992, is predicted to grow 6 percent this year and to take off next year.

Although efforts to put the country in order started in 1990, Peru's real turnaround began with the capture last year of Abimael Guzman, founder and leader of the Shining Path insurgency. The Shining Path's 13-year-old war against the Peruvian state killed over 27,000 Peruvians and inflicted \$22 billion in damages to infrastructure.

A month after taking office in 1990, Mr. Fujimori unveiled one of the region's harshest economic recovery programs. Inflation that year skyrocketed to almost 8.000 percent, but has dropped steadily since, to 57 percent in 1992 and to an esti-

then-President Alan Garcia announced he would limit debt payments to 10 percent of export earnings. In May, the Paris Club of Western creditor nations agreed to reschedule the \$3.1 billion Peru was due to pay in 1993-1995. Peru owes the Paris Club near-

Реги.

ly \$6 billion, just under a third of the country's total foreign debt of around \$23 billion. In September, Peruvian debt egotiators sat down in New York with a Citibank-led debt advisory committee for prelimi-

dabbed "Tujistick," came sweeping free-

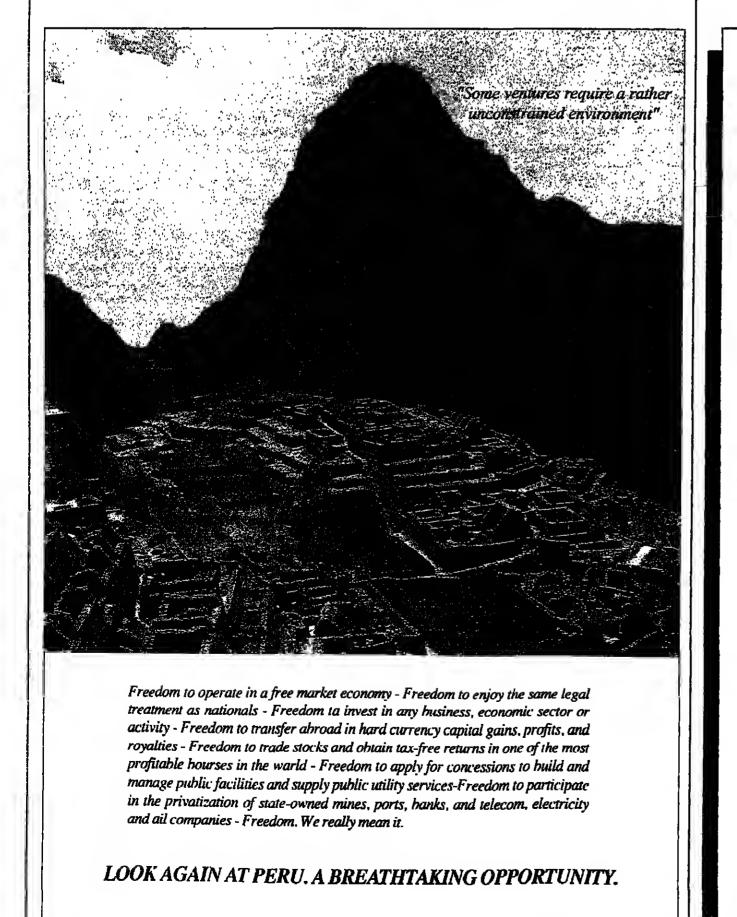
market reforms in taxation, social security, public enterprise, tariffs and trade as well

nary talks on Peru's \$6.3 billion debt to foreign commercial banks.

Continued on page 19



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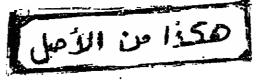
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ADVERTISING SECTION

PRIVATIZATION GENERATES CASH AND COMPETITION

1994 as Congress fine-

tunes legislation that will

cial bank creditors, bolders

The atmosphere was tense as privatization officials waited to collect ealed bids for the Cerro Verde copper mine. With falling world copper prices, who would take the risk?

The winning and only bid came from U.S. mining company Cyprus Minerals with a \$37 million cash offer - \$7 million over the base price - and a pledge to invest \$485 million in the mine over the next five years.

Cerro Verde's sale on Nov. 10 marked the third privatization this month. and the 19th since Peru launched its sweeping pri-vatization drive in 1991. linchpin to the free-marketreforms announced by President Alberto Fujimori in August 1990. Another 50 companies are slated for the auction block in 1993 and 1994

Since the United Nations Development Program and World Bank-funded privatization program began in raked in over \$500 million in cash and more than \$1 billion in promised investments.

Carlos Montoya, executive director of Copri, the commission in charge of private investment that orchestrates privatizations, expects to make an additional \$1.5 billion by next trimmed bloated payrolls March.

Despite all the initial boopla, privatization lost its momentum this year, and until the recent sales of has taken on their debt. Banco Popular, Transocea-Cerro Verde, for innica and Cerro Verde, no stance, reduced its work major company had been force from 1.300 to 785 privatized since January. workers, and the govern-Mr. Montoya admits that ment assumed the mine's \$7 million debt. Hernan mistakes have been made. but these bave turned Copri Baretto, chairman of Ceninto a more efficient priva-tizer. "It's amazing," be tromin, the mining, smelting and refining behemoth

scheduled for sale early says, referring to glitches that held up some sales. next year, turned Centro-"People are in such a rush min's finances around from a \$174 million loss in 1991 to get their offers in that they even forget to sign the to a \$19 million profit after taxes last year. In 1990, state-owned Centromin's sale will probably be postponed until

companies chalked up loss-es of \$2.5 billion. "Before, the state dedicated itself to being an impresario," says Alfonso Bustamante, the minister of industry and late 1991, the state has prime minister. Now, with a new constitution, the state has redefined its role. It can't invest resources in things that aren't funda-

papers.

mental like health, educa-The race is heating up as tion or welfare." some of the hottest proper-In a bid to make compaties go up for sale late this nies more attractive to poyear and into 1994. Leadtential buyers, committees ing the pack are a slew of charged with privatization relecommunications companies expected to bid for by introducing voluntary Peru's Telecom. The main redundancy programs. In companies with foreign contenders are Spain's Telefonica and Southwestcreditors, the government

ern Bell. Other potential buyers include GTE, AT&T, France Telecom and Cable & Wireless. Owning a phone company is good business, in-

vestors say. It offers new

owners a chance to buy into a built-in monopoly with a huge potential customer base. Indeed, Peru has one of the lowest densities of phone lines in Latin Amer-ica, with 2.53 lines per every 100 inhabitants.

The real key to any successful privatization is not who pays more, but how much the new owners are committed to spending on developing the property. In state-owned mining properties, investment commit-

because of decades of miscently announced plans to management, overstaffing and inadequate investment in up-to-date technology.

When Shougang Corp. in Beijing purchased the Hicrro Peru iron mine for \$120 million, it also promised \$150 million in investments. Production at the mine has doubled since Shougang took over earlier this year.

Manios Blancos, the Chilean subsidiary of South Africa's Anglo-American Corp., which bought the unexploited Quellaveco copper deposit in southern Peru for \$12 million, re-

invest over \$500 million in developing the mine. Highlights of successful privatizations include the sale last January of flag carrier Acroperu Io an Aeromexico-led partnership for \$25 million. the early November purchase by Peru's Finunciera de Credito of the Banco Popular's Bolivian subsidiary for \$6 million and the sale of Transoceanica, a fleet of oil tankers, to Glenpoint Enterprises Inc., a Chilean-Peruvian partnership, for \$25 million. Luis Hidalgo, chairman

president of Interbane's privalizing committee, says banks are just as attractive as mining properties, especially as banking in Latin America becomes increasingly regional. The sale of both banks early next year is being handled by Crédit Commercial de France. While other countries

ADVERTISING SECTION

Page 19

selling money-losing state companies ran up against a lot of flak, Peru, notes a foreign observer, never had any strong opposition. There was widespread consensus. It has been wellmanaged politically."

A.v.H.

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FUTURE PRIVATIZATIONS

Date Company 1994 Centromin (mining) CPT/Entel (telecom) 1994 Borico Continentol (banking) 1994 1994 Interbanc (banking) Electrolimo (utility) 1994 1994 Electroperu (utility) Nov. 1993 lio Copper (refinery) Cojamarquillo (zinc refinery) 1994 Pesco Peru (fishmeol ond 1994 fish-oil plants) 1994 Siderperu (steel mill) Tintavo (copper mine) 1994 Petroperu (state oil co.) 1994

vatizations? Congress has approved the draft law that would permit the use of debt-forequity swaps for privatiza-

making money, but most have cash to pay for our of Banco Continental and

the large mining complex up for sale later this year] would be one of those that would benefit from the use of debt paper. It's a difficult company. Electrolima, even though it has as high or a higher price tag than Centromin, is a company that is much more attractive. First, it produces cash from day one. It has a very stable demand, with a very stable pricing system. You don't have to get all kinds of safety measures to be able to make money. whereas at Centromin you

have a company that has difficult operations and major environmental prob-

price of Peruvian debt paper - roughly 50 cents on the dollar - is relatively high. In 1990, it was less than four cents on the dollar. Debt swaps are necessary because they enhance demand and provide support for those we're interested in attracting - topnotch operators. They're not really interested in shelling out a lot of cash for companies. They're interested in putting in enough money to gain adequate control and have others on their side who are more fi-

> Interview by Adriana von Hagen

of Peruvian debt paper.

Upcoming privatizations are fueling Lima's bull market.



How much has been made from privatization since the process began,

ments are especially high GETTING ON BOARD THE

> and haw much does the doing with the proceeds gavernment still expect ta from privatization?

make from upcaming The government is financing part of its fight Up to now, we have against poverty with this made about \$460 million. money. It is earmarked by Investment commitments law for this purpose. are to the tune of \$710 mil-Copri's mandate, in fact, lion, and on top of that, we ends when we deposit the have some \$20 million or proceeds of the sale in a \$30 million that has already Treasury account.

been invested outside of the How many state employcommitments. By March ees have been laid off us a 1994, we should have made result of privatizations?

an additional \$1.5 billion. Naw that privatizatian is under way and many campanies - both newly privatized anes and those in the run-up to the sales - are in the black, in what other ways has the country bene-

fited? The benefits of privatization are not really in selling the company. It's what the company does after it's sold. That's what we claim all the time. Take Aeroperu [purchased in January by an Aeromexico-led partnership for \$54 million]. It has a new fleet, new management. Shougang Corp. [the Beijing-based steelworks that bought the Hierroperu iron ore mine for \$120 million] has stuck to its investment commitment schedule and doubled production. I think these are success sto-

are. What is the government People believe that priva-

tization breeds unemployment, which it doesn't. What happened is that these companies were grossly overemployed, and even if they had been kept by the state. in order for them to survive they would have had to trim down the labor force to whatever is necessary for efficient production. That's what the

government did, and then it privatized them. We have a voluntary redundancy program, which is different from being fired. Workers are given a chance to leave with an incentive in addition to their benefits.

Is the government planning to use debt-for-equity mechanisms for future pri-

ries. I can't say all the [privatized] companies are tion. As Finance Minister Jorge Camet said, we don't

Source: Copri debt, but we do have assets, lems that have to be overso it's the logical way to come. That takes time and go. We think Centromin money. We believe the

nancial investors.

COMPANIES PRIVAIIZED

allow debt-swap mechaachievements and prosnisms to be used in privatipects. zations. Debt-for-equity How would you gauge swaps also hinge on the the investar interest shown outcome of negotiations sa far in Peruvian privatiwith the country's commerzation?

Privatization is glitzy. Of

ECONOMY IN A SHORT TIME Carlos Montoya, executive director of Copri, the Commission for the Promotion of Private Investsales? ment, recently spoke abont his organization's

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WITH PRESIDENT FUJIMORI INTERVIEW

Cantinued from page 16

to challenges. It fascinates me to run the economy, antiterrorism, social matters and investments. I like to see results and see people's responses.

Your detractors say your management style is au-thoritarian and that you confuse gaverning with giving arders. How would you rate your management skills?

The success of a job is rections, and some people confuse this with giving ormeasured by its results. Those results are evident to ders. But the directions have to be clear, because in all areas: terrorism is on the verge of being eradicated, financial isolation has been this government there are no positions of doubt. Yau have made tremenovercome, byperinflation is under control, social pro-

dous strides in pacifying the country, especially now grams are reaching the peothat the leaders of the Shinple as never before, investing. Path and the Tupac ments are being carried out efficiently. All this is done Revolutionary Атаги by delegating, but at the Movement are behind bars. Who is the architect of your same time, one has to be vigilant. I have to give diantiterrorism strategy?

False modesty aside, I designed it personally. I've managed all aspects of the antiterrorism strategy: judicial, penitential, military. intelligence and psychological. The directions are very clear. Furthermore, to go from the repressive strategy that I encountered to the strategy of getting closer to the people bas been a mon-

umental task. Interview by Adriana von Hagen

BUREAU

Some signs carry authority anywhere in the world



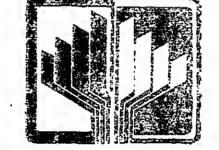
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CORPORACION FINANCIERA DE DESARROLLO S.A.

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ADVERTISING SECTION

FOREIGN COMPANIES ARRIVE TO LOOK, STAY TO INVEST

a barren highland 4,000 only part of Peru's new its French and Peruvian meters above sea level and a department store in a posh Lima neighborbood have in common? Both are open today because foreign investment in Peru is finally on the upswing, powered by an investor-triendly legal framework.

Peru is going after foreign investment with a vengeance. sending trade missions to comb the globe and rewriting its entire economic code, and the effort is starting to pay off. According to the Central Reserve Bank, direct foreign investment rose from \$127 million in 1992 to \$207 million in the first trimester of 1993.

"There's an awful lot of people coming in for a look around," says Michael Donovan, general manager of the American-Peruvian Chamber of Commerce, "at least 80 percent more than last year.

Part of the credit for these investment successes goes to the government's privatization drive. According to Carlos Montoya, head of the government Committee to Promote Private Investment, and the country's privatization czar. sales of state-owned companies have so far brought

in \$475 million in hard cash and \$710 million in investment commitments. New legislation, and the new constitution approved

in a referendum on Oct. 31. are also part of the government's no-holds-barred effort to put the free market to work in Peru.

The Foreign Investment Promotion Law guarantees foreign investors the same rights as domestic investors. The new legislation also allows investors to freely remit in hard currency all their profit and capital and to invest in any economic activity. Foreigners can also participate in banking, insurance and reinsurance, and carry overseas insurance policies. Mr. Mining Corp. of Delaware

What do a gold mine on Montoya says the law is announced that, along with magnetism for investors. "Investors need a confluence of elements, including security," he points out.

The government has also drastically simplified the maze of procedures that once complicated international rade. Peru now has only two tariffs, 15 percent and 25 percent, and more than 90 percent of imports enter at the 15 percent rate.

Tariff reform was the green light one Chilean company needed to move into Peru, Last April, Santa Isabel, a Chilean supermarket chain, bought 85 percent of the shares in the ailing Peruvian chain. Scala. Santa Isabel, which owns 22 supermarkets in Chile, was looking for a place to grow. As Santiago was saturated with 300 supermar-

kets, it looked to Peru. "in Peru, there's an enoring, agriculture," he says, "these are the ones you mous market. but it had migrated to the contraband markets." says Philip want to attract."

Munn, Santa Isabel's Peruvian partner and the company's general manager. "With the new laws, that's changing." Nonetheless, it is mining,

which represents 41 percent of Peruvian exports so far this year, that leads the way in the investment boom. "Investors in natural resources - mining, petrole-um - are used to high-risk situations." says Francisco Sagasti, a consultant and former World Bank official. "They will go anywhere in the world, provided you

have the right combination of natural resources and economic policies." The growth of mining investments began in 1991. when the veteran Southern Peru Copper Corporation announced a five-year. \$300 million investment program. Southern expects to increase Peru's copper production by 9 percent annually.

Another major investment in mining came last year. when the Newmont this year at 118 percent.

partners, it would invest \$36 million in the Yanacocha gold mining concern. "Everybody has always known that Peru has

tremendous mining potential," says Newmont's Leonard Harris. "But to our mind, they just didn't want foreign investment under the previous government. That's all changed."

Peru has also turned into a magnet for short-term investments in the stock market. Value traded has nearly tripled, from \$200 million in 1991 to \$550 million in 1992, and this year promises to hit \$1.5 billion. Mr. Sagasti, however, warned that these investments are a "mixed hlessing," which may disappear as quickly as they have arrived, "Bona fide medium- and long-term foreign 20.000 cars per year. investment in manufactur-

The government has also

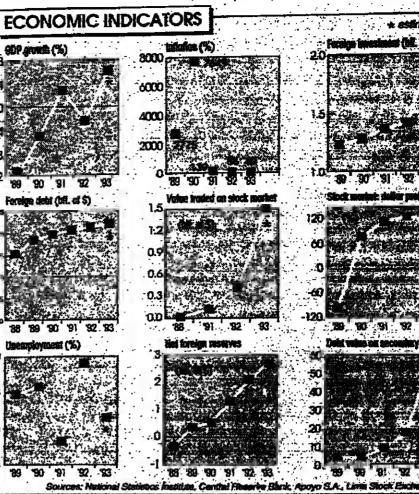


New opportunities for natural-resources investors.

The government has not reputation among investors sat back and waited for and tourists overseas and give it what Mr. Montoya investors to come along, Trade missions composed calls "the image of a major of government and privateturnaround, and of total sector officials, including commitment." COFIDE. or the the president, have visited

Corporacion Financiera de Europe and Asia. After an Desarrollo, formerly a early June Asian sweep that financial agent of the govincluded South Korea, ernment, has changed its President Alberto Fujimori announced that Daewoo role. It now acts as a bridge, or "second floor" bank, Motors would install an assembly plant in Peru with obtaining financing through the capacity to turn out nultilateral organizations and making it available to private banks as credit

set up a new agency, for their own clients. Promperu, to boost Peru's Corinne Schmidt-Lynch



SURGING STOCK MARKET SET TO EXPAND AND MODERNIZE

The informal traders mant Lima exchange milling around the doors became the world's secondof Lima's stock exchange best performing market last year. Like that of other belie the multimillion-dollar transactions taking emerging markets. Lima's place inside. "They're just rapid growth is powered by another one of this couna handful of blue chips: try's idiosyncrasies," says breweries, banking and the José Luque, president of Lima telephone company. the Lima Stock Exchange. CPT. Turnover on the steps of the exchange represents With stocks booming, the

trading floor is so crowded that Mr. Luque is finalizing only a small fraction of the \$12 million that changed plans to move the exchange hands inside the bourse to larger quarters early next year. Expansion plans also every day in October. After nearly tripling from \$200 million in 1991 to \$550 include new commodities and futures markets and an million last year, value tradelectronic bond market.

ed on the Lima exchange The Lima bourse, which pockets a cut of total trade, topped \$1 billion in September, and some anahas earmarked this year's estimated \$800,000 in revlysts expect it could reach \$1.5 billion by December. Dollar profitability, meanenue for its expansion plans, expected to total while, surged from minus around \$3 million. The bal-95 percent in 1988 to 127 ance will come from a \$2 percent in 1992, with bromillion loan the exchange is kers estimating profitability negotiating with the Inter-American Development As a result, the once-dor-Bank.

Despite the boom, the number of shares traded remains the same. The number of daily transactions, however, has risen from 80 a year ago to 1.300. "Now some 2,000 people feed off the same menu," Mr. Luque says. Meanwhile, Citibank NA

has opened a brokerage firm, Citicorp Peru S.A., which represents 120 clients, including Merrill Lynch and Solomon Brothers, Citibank was the only foreign bank that since June. Designed to weathered the turbulent years of former President Alan Garcia's erratic economic policies and unsuccessful attempt to national-

ize the banking system. "We've never seen anything move so fast," says Citibank's managing director. Rafael Venegas, referring to Peru's economic turnaround.

Other foreign banks are coming back, too. Earlier erating forced savings that

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gained a controlling stake stock market, bonds and in the Banco de Lima. other securities. while Lima's financially troubled Financiera Nacional went to its major creditors, Chile's Banco O'Higgins and the Netherlands' ING Bank. The Bank of Boston also plans to open a Lima office

Citibank holds a 20 percent stake in Profuturo, a private pension fund administrator, or AFP, one of eight that have started up eventually replace the staterun social security institute and modeled on neighboring Chile's highly success-ful 12-year-old effort, Peru's AFPs already tions in October. administer \$15 million in

savings. The AFPs will not only guarantee secure pensions to Peruvian workers, but also boost the stagnated Peruvian economy by gen-

this year, Crédit Lyonnais AFPs will invest in the high profitability has attracted more and more investors.

"By creating new finan-... Conasev, the stock and cial instruments, Peru will truly become an emerging market." notes Augusto, Mouchard, head of the. Pension Fund Superintendency, a government regulatory agency. Upcoming privatizations, some of which will go through the Lima stock market, are also fueling Lima's bull market. CPT and Entel, Peru's two telecommunications companies, will be sold together and suck the market dry." early next year. Demand by a few large overseas buyers led to wild price fluctua-

"When the speculation is over and the spread goes and nationalized following down, if you're not 100 percent professional, then" you're in trouble," Mr. Venegas says. Since the Peruvian economy, has government privatized the merely swung full circle. Lima stock market in 1992, A.v.

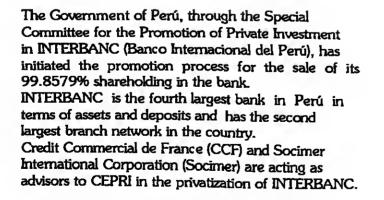
securities commission, has promised to institute sameday payments on the exchange. The commission will also rule later this year on whether Banco de Credito; a Lima blue chip. can issue American Depository Receipts, or ADRs, on the New York Stock Exchange, "ADRs are good if they're well-regulated," Mr. Luque says, but in an emerging market, ADRs can act like a siphon

In the 1960s, several Penuvian companies traded on the New York bourse, but all were expropriated. the 1968 coup of General Juan Velasco, The Lima Stock Exchange, like the A.v.H.

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ADVERTISING SECTION

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For information and qualification requirements relating to this opportunity, please contact:

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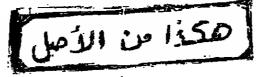
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ECOTOURISM AND ANCIENT TREASURES

The colleagues of former Peace Corps volum-teer Wendy Hansen raised their eyebraws when she told them she was planning a trip to Peru. They were thinking about what Peru was like last year, nr befnre, she said. After visiting moun-taintop cities in the Andes and the Amazon rain forest near Iquitos, Ms. Hansen concluded, "This is a different country now.

With social problems. being brought under control and privatization boosting competition and lowering prices, Peru is fast losing its reputation as the pariah in the South American travel

when a cholera epidemic struck in 1991, and Shining Path's urban bombing cam-paign in 1992 only made matters worse. Last year, the country's tourism levels dipped to their lowest point since 1972.

September 1992 capture of Shining Path leader

Bureau, also lifted a virtual tourism, it points to a major recovery. Long a tourist mecca thanks to the stone ban on package tours to Pers. Victor Tamashiro, head of Kinjo Travel, says that since July his agency's sales have increased 40 per-cent over 1992. He says he is expecting overall 1993 sales to be 60 percent to 70 marvels at Machu Picchu, the gold-filled tombs at Sipan and the vast Amazon rain forest, Peru began to lose ground in tourism during the 1980s with the rise of the Maoist Shining Path percent better than 1992. "We still have a long way to go," he says, "but we're subversive movement. The industry took a nosedive moving up." Ms. Canale also says that the government has redesigned the role of the

The board has been drastically streamlined, with staff cnt from 280 to just 20. Ms, Canale credits the Foptur no longer gives out endless numbers of small subsidies to tourism," Ms.

and image." The govern-ment created Promperu, a new agency charged with promoting Peru's image to investors and the general public. The government's 1993 budget included \$15 million for tourism projects, \$5 million of which Inuquior of Inne to improve tourism infrastructure in Peru are airport renovations and a \$4 mil-

Gold objects from the third-century Sipán tomb, discovered in 1987.

business. "I expect explo- Abimael Guzman and the sive growth next year," says Pablo Lopez, an advisor to the Ministry of Industry and Tourism.

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14.

The number of foreigners improvement. arriving in Peru in the heavy tourism month of United States and Japan August shot np 40 percent revised their government in 1993 over August 1992. travel advisories to paint a According to the vice minister for tourism, Liliana of Peru. Major international Canale, even though that travel wholesalers, like

figure covers all foreign Global Getaways of New arrivals, and not just York and the Japan Travel AN ECONOMIC

COMEBACK

Machu Picchu. subsequent decline in the group's fortunes as well as the subsiding of the cholera epidemic with this year's Early this year, the

slightly less hleak portrait

We're trying to attract not only tourists, but investment," Ms. Canale says. One of the most promising investment projects is a new five-star hotel in Lima.

South Amercan Oro Verde Hotels, and the Custer 240-room facility.

become the government's lodestar in tourism, as in the rest of the economy. In January, the government sold its airline, Aeroperu, to Aeromexico. The privatization accompanied an airline boom that has sparked a fare war and driven down the cost of both domestic

new airlines, all offering regular domestic flights: Aero Continente, Aerotumi, Expreso Aereo and Imperial Air.

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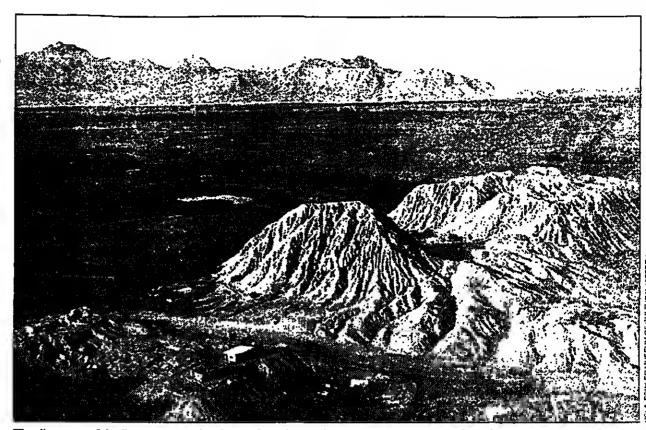
In another move to put the free market to work, the government plans to privatize Enturperu, a state-owned chain of 45 hotels around the country. One project it expects will be especially inviting to investors is the San Antonio Abad convent in Cuzco, which Enturperu is renovat-

state tourism board, Foptur. ing into a luxury botel. Cuzco, with its Inca ruins scattered around a spectacular Andean landscape, has long been one of Peru's top tourist attractions.

Throughout the crisis, the Canale says. "Instead, we emphasize infrastructure industry's steadiest performer has been the rain forest around the northeastern city of Iquitos, perched heside the Amazon river. Hotel occupancy there averages over 33 percent. higher than any other city except Lima. Ms. Canale credits ecological tourism, or ecotourism, and Faucett Airlines' direct Mixed-Among Foptur's projects Iquitos flight with the region's success. "The whole world is looking at the Amazon," she says. lion project, financed with a Ecotourism is beginning to World Bank loan, to recover in southeastern Peru as well, with new lodges scheduled to open in the less-developed departrevamp the tourist railroad that runs from Cuzco to

ment of Madre de Dios. Another area that bas seen tourism increase is the department of Lambayeque, on Peru's northern coast. tour of the United States to eign vistors."

Taking its cue from the upswing in tontism, the Las Dams Hotel, one of Peru's Jop resort botels, has laimched an expansion go ahead with the construction." Publicly traded as part of Invertur on the Lima Stock Aeroperu, there are four



The discovery of the Sipán treasure has boosted tourism in the northern coastal area of Lambayeque.

The discovery in 1987 of a boost the flow of visitors to gold-filled tomb from the third-century Moche culthe area. During the collec-tion's absence, Chiclayo's ture, near the village of Brüning Museum, already Sipán, has boosted the one of the finest in Peru. will build a new milliondollar wing to house the treasures. The Brüning Museum's director, Walter Alva, the archaeologist who discovered the tomb and saved it from looting, says he is counting on both the tour and the new wing "to lection's current two-year be a magnet drawing for-

BUSINESS BRIEFS

Group, which owns the Banco Latino as well as another Ica hotel, the renovated turn-of-thecentury Hotel Mossone.

• Peru's top producer of evaporated milk and ice cream, the Rodriguez Group, which owns the Leche Gloria milk company and the Donofrio ice cream concern, has weathered the country's grinding recession and is now starting to expand. "It was a tough economic adjustment," says the group's director of institutional relations, Jorge Santisteban. "The recession was inevitable, but we've come out of it healthier." In addition to a sharp drop in Exchange, Las Drinas has about 700 share-bolders. The majority owner is the Picasso a suddenly open market in which competitors

lexann ac Hunen Rajado, in the countryside south of Chiclayo, the Brüning Museum has filled the tomb with replicas so visitors can see how they were discov-ered. A small site museum describes both the Moche culture and the tomb's excavation. Investors farther afield also see Sipán as a gold mine. A new hotel is planned in the resort of Tumbes, a half-hour flight from Chiclayo, in the hope

At the Sipán site itself. that the combination of beaches and golden treesures will prove irresistible to tourists.

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ADVERTISING SECTION

While waiting for the flow of foreigners to return. Foptur is also trying to boost domestic tourism. especially in colonial cities like Ayacucho, In April, its Holv Week celebration drew thousands of Peruvian tourists. For the first time in over a decade, the city's hotels posted no vacancies. C.S.L.

from places like New Zealand and the Netherlands pay only a 15 percent tarifi. Gloria's sales fell from a peak of 500,000 boxes in 1988 to roughly 340,000 this year and last. Nevertheless, in July, Gloria bought a yogurt plant in Lima. After a total investment of \$3 million, including the purchase price and re-equipping, the company plans to open the factory next March. Plans are also being made for a second ice cream factory, either in Chiclayo or in Arequipa. To build the factory and to equip a franchise chain, the company will receive a \$5.5 million loan from the Andean Development Corporation. "All our products are aimed at the Peruvian market," says Mr. Santisteban, "and we're showing that though it's still a small market, there's room for growth." C.S.L.

Continued from page 16 many of the free-market "For 10 years, there was no dialogue at all," says Alfonso Bustamante, minis-Economists say that specter of industry and prime ulation on the booming minister.- 'Now, everyone is stock market accounts for well-disposed to reach an much of the foreign capital agreement. But there is : now flooding into Peru.

The kind of investments much to be unraveled." Putting Peru's economic you want to attract are and social house in order medium- and long-term

and international flights. In reforms during his two-year addition to Peru's oldest tenure as finance minister. airline, Faucett, and

Group of Lima will spend up to \$100 million on the The free market has

Orotels, owner of the Same Ch

program worth in estimated \$400,000. Lotated in Ica, 340 kilometers (205 miles) south of Lina, Lis Danas already has 106 abouns and reoreational facilities including pools, an eight hole golf course and lighted tenais courts. The hole is now adding an addi-tional 24 nonins and will build a 20-meter (66-foor) water stide. "We've gone up 35 percent over last year in occupancy," says Eduardo Ronalds, the hotel's development manager. "Now that the situation is improving, we can

region's fortunes. Private investors have built two modern new hotels in the nearby city of Chiclayo, where Foptur also improved airport infrastruc-Tourism officials are banking on the Sipán col-

has not been without its investments in manufacturreverses, especially after ing and agri-business," says. April 1992, when Mr. Francisco Sagasti, a senior Fujimori seized near-dicta- researcher at Grade, a Lima torial powers in a militaryhalt, and many countries froze aid. Bowing to international pressure. President Fujimon called elections in November 1992 to replace FR the Congress and rewrite the constitution. The new charter,

approved by a 4 percent margin in a constitutional referendum on Oct. 31, provides a "clear, legal frame-work for investments," Mr. Bustamante says. "Now. Peru's economy is one of the most open in the world."

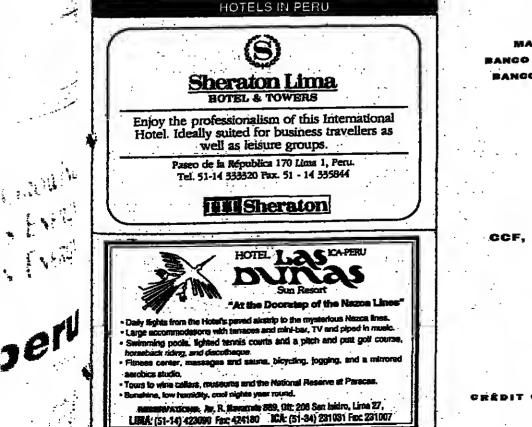
Foreign investment, stag-nant at about \$1.2 million in 1989 and 1990, has risen to a projected \$2 billion this year. To sustain steady growth, Mr. Bustamante estimates Peru needs about \$5 billion a year in investments. "Foreign investment is coming, and it's coming strong," says Carlos Bolona, who spearheaded

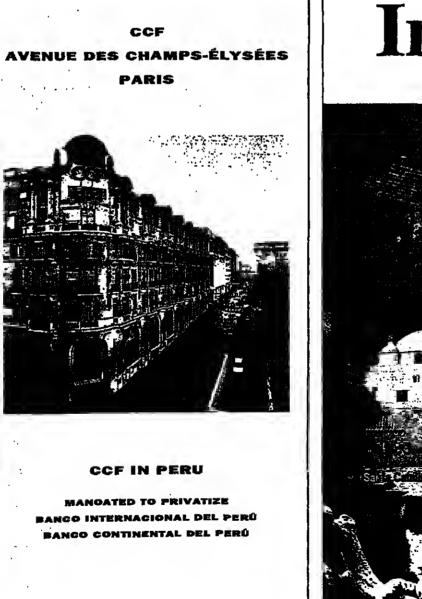
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think tank, and a former backed "self-coup." Talks chief of strategic planning with creditors ground to a at the World Bank. The president's reforms, most business executives: agree, are very promising in the long term, although in the short term, the model may need some remedial action. Even government advisors concede that tax revenue, now at 10 percent of GDP, has fallen short of its target. "The problem is," says Mr. Bustamante, "that it's not part of our culture to

pay taxes.". Others are more optimistic. John Pepper, presi-dent of Procter & Gamble, recently announced in Lima that P&G planned to invest \$30 million over the next three years in its Peruvian subsidiary. While admitting that doing business in Peru has been challenging, he adds: "I believe that President Fujimori and this administration are doing an outstanding job." Adriana von Hagen





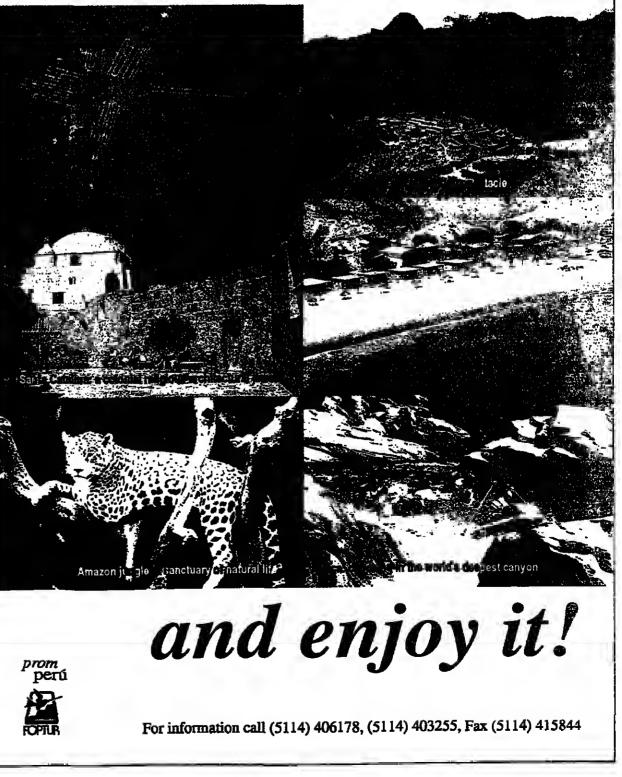
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SPORTS

In Women's Tennis, No Nostalgia as 'the Weird Year' Finally Ends

By Robin Finn New York Times Service

NEW YORK --- The women's tennis game, though its administrators are loathe to admit it, fell into a strange limbo the instant the curtain closed on the \$3.5 million Virginia Slims Championships late Sunday afternoon after the event played to a nonrecord total of 100,784 fans at Madison Square Garden last week.

Nobody waxed nostalgic over 1993, a year marred by a quasi-assassination attempt on the world's best player; the expulsion of another top player's father from the Kraft Tour because of his abusive behavior, and the demise of the Kraft Tour itself, a corporate decision that has left women's termis sponsorless.

Even the player who made a record \$2.8 million playing tennis this season on the women's circuit said she was happy to see 1993 come to an end. That player was Steffi Graf, and she had a stellar year that included three

Even Mary Pierce, who last week earned her first victories over Sabatini and Martina Navratilova and calls the separation from her banished father a career liberator, could not wait for this "tough year" to conclude.

And America's best hope, the Olympic gold medalist Jennifer Capriati, did not even wait for the year to end; she removed herself from the tour in September and simply never came back.

Neither did Monica Seles, whose year ended in April when she was stabbed in the back by a deranged German in the midst of a quarterfinal match at the German Open. The assailant wanted Seles dethroned by Graf. and that is exactly what happened in 1993.

"I can't face myself oot playing," Seles said, "and missing the Grand Slams is what really kills me. Anyone who says I'm enjoying this time off is nuts."

Seles is still uncommitted for 1994, and recent reports Grand Slam titles. Gabriela Sabatini, who did not have a stellar year and has not had one in three years, said she, too, was relieved that 1993, "the weird year," was over. stellar of the Australian Open in January.

Navratilova, 37, is still ranked in the top three, something of an aberration in a sport that puts its players into harness at 14 with the explanation that the teen years can be the peak years. She will be back in 1994 but has already announced her retirement for 1995. And final year or not, Navratilova is passing on Australia as the opening site for her goodbye tour.

Kraft, the tour's sponsor for the last four years, is a

'It's about time that women's tennis begins to treat itself as a business, not as a country club.' Gerard Smith, head of WTA

definite no-show for 1994. As of the final shot struck in

the women's final between Graf and the runner-up,

Arantxa Sánchez Vicario, on Sunday, Kraft was relieved

of its responsibility to women's tennis.

tion, which represents the players, Kraft extricated itself from the final year of its sponsorship contract with a buyout that will ultimately save Philip Morris, Kraft's parent company, SS million in operating expenses. Once it decided not to renew its contract; Kraft preferred not to be a lame duck.

In 1994, there will be no tour sponsor —or rather, in a bit of hubris born of necessity, the tour will sponsor itself and be known, in the interest of building equity in itself, as the WTA Tour.

"It creates a transition year," said Gerard Smith, head of the WTA.

Smith predicted that the tour would find a sponsor, and appoint a chief executive officer, before the end of 1994. only a few of the qualified contenders.

Tennis Federation. Smith said he had no interest in the With the blessing of the Women's Tennis Council, Tennis Federation. Smith said which runs the sport, and the Women's Tennis Associa- chief executive officer post-

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"I'm not, from a political standpoint, the right person don't grow: I couldn't be more convinced about that. The tour will not find it simple to land a single global sponsor, although there is hope that a giant like Fuji or Pepsi or Proctor & Gamble, which was interested in 1989, will step forward.

But what should be simpler is the appointment of a woman to the new position of chief executive office. Sara Fornaciari, a WTC member who was under consider-ation for Smith's post, and Jane Brown, the head of the Tennis Hall of Fame and reportedly a candidate for the vacant U.S. Open tournament director's position, are

"There's hope that the new CEO will be a woman," "It's about time that women's tennis begins to treat "There's hope that the new CEO will be a woman," itself as a business, not as a country club," said Smith, said Pam Shriver, the WTA president. "I believe it will be whose efforts to urge the players toward autonomy did a woman, but not at the cost of having the best person in not make him popular with Kraft or the International the job, Being female is not in the job description." said Pam Shriver, the WTA president. "I believe it will be a woman, but not at the cost of having the best person in

Starks Ties Record, **Breaks** Nose and **Outshines Ewing**

By Clifton Brown New York Times Service NEW YORK --- Who can figure

out John Starks? On Saturday night, his shooting was horrific. On Monday night, he was terrific. And it took a broken nose to distract him from a record-tying shooting

In scoring 37 points, Starks tied a National Basketball Association record with seven 3-point field

NBA HIGHLIGHTS

goals in the first half, propelling the Knicks to an easy 119-87 victory over the Miami Heat at Madison Souare Garden.

On a night when Patrick Ewing returned to the lineup, Starks grabbed the limelight, Coming off a 4-for-21 shooting performance against Utah on Saturday, Starks kept bombing the Heat from long-distance, until a broken nose suffered just 18.9 seconds before halftime finally broke Starks's spell.

The injury occurred when Brian Shaw's elbow accidentally struck Starks in the nose as Shaw was trying to shoot a layup over Starks. Starks returned to start the second half wearing a facemask, just as he did last season when he broke his oose March 4 against Utah.

Starks's oose may be fragile, but his spirit is not. The injury snapped Starks out of his shooting zone in the second half, when he scored just 6 points. But his 31-point firsthalf barrage electrified the capacity crowd, which raised the decibel level with each basket.

After the game, Starks spoke with his nose still bleeding. The broken bone actually protruded slightly through the skin when it occurred, but no one familiar with

have a good night or not. Fortunately, it carried over to the game." The victory snapped New York's two-game losing streak, as the Knicks built a 64-39 halftime lead and were never threatened. Rony Seikaly (16 points) led Miami, which has never won in its 12 games at the Garden.

The nose injury was the only low point of Starks's evening, as he tied. Michael Adams (1989) and John Roche (1982), both of the Denver Nuggets, for the most 3-point shots ade in one half.

Oddly, the league record for 3-pointers in a game is 10, set last season by Shaw, whose dbow on Monday night broke Starks's nose and spell.

As for Ewing (12 points), be moved as if be was hardly bothered by the strained neck that kept him out of two games and made him ineffective in two others.

"I still have some discomfort but it feels a whole lot better than it did," Ewing said of his neck,

In other games, The Associated Press reported;

Pacers 102, Celtics 71: Indiana spoiled number-retirement ceremooies for six Boston Celtics standouts at Hartford Civic Center as Rik Smits scored 27 points, including the Pacers' first 10 of the third quarter,

Dale Davis added 13 points and had 14 rebounds for Indiana. which oever trailed and outrebounded the Celtics 49-34. Larry Bird, Dennis Johnson, Jo

Jo White, John Havlicek, Dave Cowens and Don Nelson were honored in the halftime ceremonies. Space was left on the banner for the oumbers of Kevin McHale and

Reggie Lewis, Spurs 110, Cl ers 98: David Robinsoo scored 28 points and Dennis Rodman grabbed 22 re-bounds as San Antonio won at bome against Los Angeles for the ninth straight time. Dale Ellis had 25 points for the Spurs, who led by 23 points in the first half before the Clippers closed to 93-84 in the fourth quarter.



Rangers Win Bidding for Clark With \$30 Million, 5-Year Deal

Compiled by Our Staff From Dispatches ARLINGTON, Texas - First baseman Will Clark, one of the top two free-agent hitters available, has signed a \$30 million, five-year deal with the Texas Rangers.

Clark had said he wanted to stay with the San Francisco Giants, where he has been for eight years. But the Giants were not willing to offer him a contract as long as the one that he signed with Texas.

Rafael Palmeiro, the other top free-agent hitter, probably will leave the Rangers following Clark's signing on Monday. Clark, who finished a \$15 mil-

tion, four-year deal this season, vis-ited the Baltimore Orioles last weekend. But his lawyer and agent, Jeff Moorad, could not work out a deal despite extensive talks.

talks ended Monday at about 1:30 A.M. They broke down, according to two people familiar with the oe-Orioles' new owner, got involved. Clark, 29, also had an offer from

the Colorado Rockies, but his first, preference was to stay with San Francisco, When the Giants' owner, Peter Magowan, and general manager, Bob Quinn, would not offer a guaranteed deal for more three years, Clark went with the Rangers.

The Orioles, meanwhile, were for a left-handed power hitter pondering the possibility of pursu-ing Palmeiro. And Gene Michael, the Yankees' general manager, said and the fear that they may not end up with either player if they didn't act fast - prompted the move. Monday that he would be speaking Both said they were disappoint-ed that they had not signed Pal-meiro, and that he had been their with Palmeiro's agent, Jim Bron-per. The Yankees have thoughts of

using Palmeiro in right field. first choice. Grieve said they had Clark gets a \$2 million signing bonus, \$4 million in 1994, \$5.7 milhad an emotional conversation with Palmeiro on Monday, but that lion in 1995, \$6 million each of the 1996 and 1997 seasons and \$6.25 they could not come up with the money that he was demanding. million in 1998. He has a no-trade clause for the first two years and a demand, which Schieffer said was limited provision in the final three "substantially more than \$30 milin which he can block trades to lion," bad gone up even more. eight teams

Clark hit .301 with 29 bomers his original offer one penny: in fact, he went up," Schieffer said. and 116 RBIs in 1991, but slumped to .300 with 16 homers and 73 RBIs in 1992 and .283 with 14 homers and 73 RBIs this season. He was a teammate at Mississippi State, unfan favorite with the Giants. derent him. "Although we were unsuccessful

"That's Will," Palmeiro told the in our attempt to re-sign Will Clark, the Giants made a very sub-Fort Worth Star-Telegram on Monday. "That's the way he is. stantial offer," Quinn said. "We He's got no class. Friendship didn't salute Will Clark for all the wonmatter to him. He was looking out derful memories he has provided for himself. I don't think much of Will, He's a low-life." Giants fans over the past several

years." Clark's signing follows Pal-meiro's rejection of a \$26 million, tion as "low class" and called Schieffer "a backstabbing liar." "They never gave me the option Clark made \$4,25 million last sea-

Schieffer said Palmeiro's original

"Palmeiro chose not to come off

Palmeiro said Clark, who was a

of getting back with them," he said. son; Paímeiro made \$4.55 million. The Rangers' president, Tom "It was unprofessional. But that's Schieffer, and general manager, Tom Grieve, said that their need the way Schieffer operates." (AP, NYT)

NHL and Referees Break Off Negotiations

New York Times Service

NEW YORK - Negotiations aimed at ending an eight-day strike by National Hockey League officials broke off in Buffalo, New York, amid a growing chorus of complaints about the substitute referees.

"We have differences oo money, term and retroactivity," Commissioner Gary Bettman said in a statement on Monday. "We'd like to get a deal done, but

Association. "The problem is they can't get quality refs" to any degree to fill a full slate of games. The players are starting to be concerned. They are kind of getting fed up, with the situation. I just have my fingers crossed that nobody gets hurt and they get the thing settled."

"If things degenerate on the negotiating table, they. will degenerate on the ice." he added. "They got away with it for a couple of days. They've got the B team and

The Orioles had been close to reaching agreement with Clark on a five-year, \$30 million deal. But the

Starks's toughness doubted that would return to the game.

'I was like a boxer. I guess,' Starks said. "I knew it was broken right away. Believe me. I was in a lot of pain at that particular time."

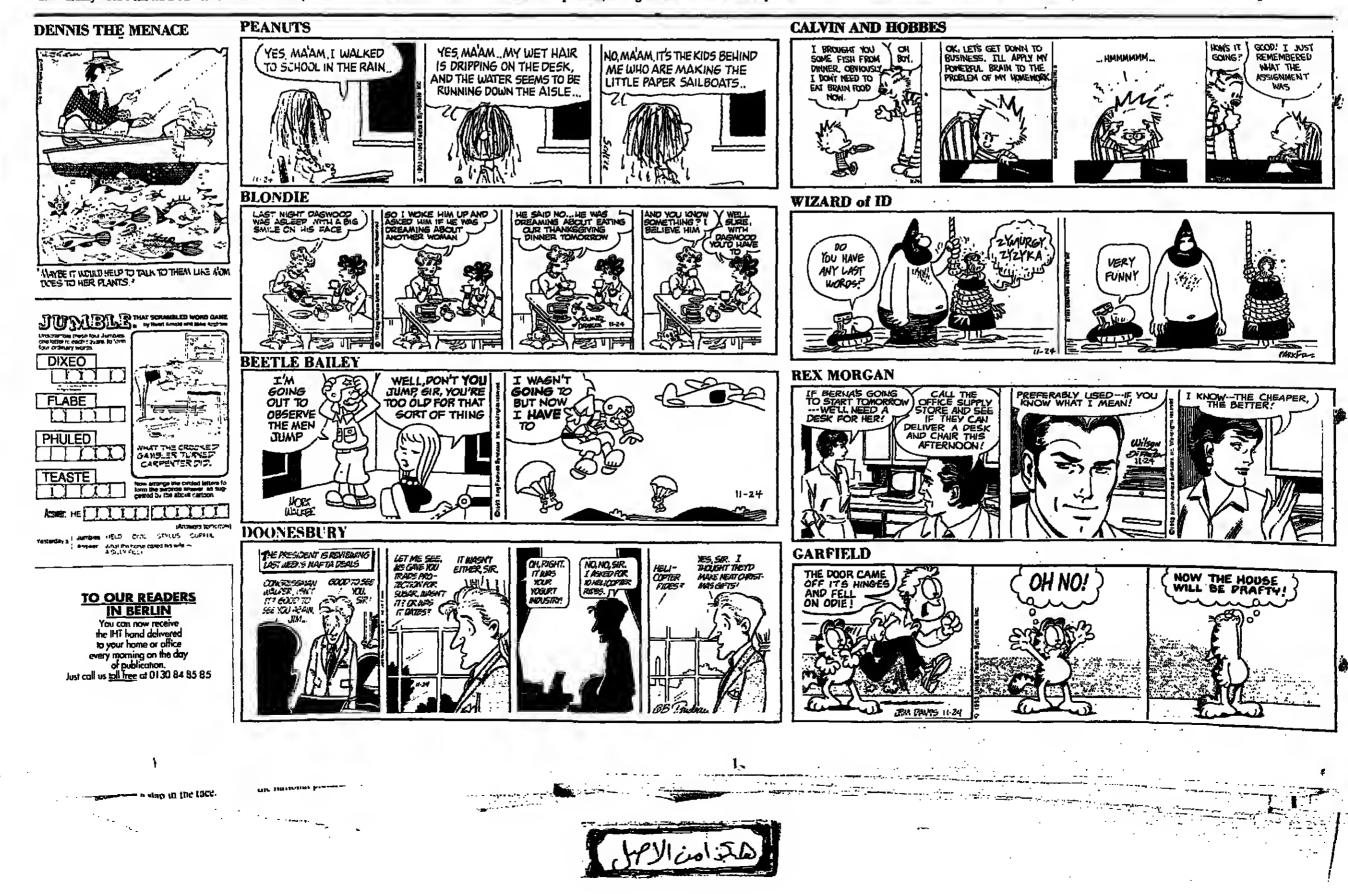
Asked about his shooting display, Starks said: "It kind of snow-balled. I shot well in warmups, and that's usually when I can tell if I'll

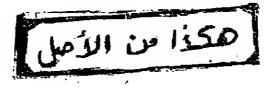
New York's John Starks driving around Miami's Brian Shaw, whose elbow later broke Starks's nose. New York's John Starks driving around Miani's Brian Shaw, whose elbow later broke Starks's nose. "Fighting is up by a fairly large factor," said Bob "Maybe this is a good time to reach out again," he But Starks tied Shaw's record of seven 3-pointers, fueling the Knicks' 119-87 victory over the Heat. Goodenow, executive director of the NHL Players said, "a time for a little arm-twisting."

the C team out there.

not ready to lower their expectations." Don Mechan, an agent representing the NHL Officials Association, was not available for comment. Players and coaches around the league have com-plained about penalities not being called and the rising level of violent play as players take justice into their own hands and sticks.

John Martin, of the Boston office of the Federal Mediation and Conciliation Service, said he contacted both sides to offer his services last week but that neither had requested that he join the negotiations. Martin said Monday night that he would try to enter the dispute Tuesday.





SPORTS

With 42-7 Rout, 49ers Knock Saints Out of NFC West Lead

SAN FRANCISCO - This ume, the San Francisco 49ers never gave Morten Andersen a chance. They raced to a 28-0 lead, ignited by Merton Hanks's 67-yard interception return for a touchdown, and emerged with a 42-7 National Fontball League victory Monday night over the New Orleans Saints. The victory, the fourth straight by San Francisco (7-3), knocked the Saints (6-4) out of a first-place tie in the NFC West and dashed their bid to sweep the two-game season series for the first time since 1979. New Orleans won the sea-son's first meeting, 16-13, on An-dersen's 49-yard field goal in the final seconds.

Ende

San Francisco did not get a chance to answer --- until Monday. "It felt good to win this football game," said the 49ers' Jerry Rice, who canght two of Steve Young's-three touchdown passes. "I recall

when we played them down in New-Orleans, when Morten Andersen could do. To have to stand there get a first down and punted. and watch him kick that field goal was a big disappointment."

The 49ers were anything but helpless the second time around. They obliterated a recent trend of catch, but got back up without any-

close finishes with their biggest vic-tory over the Saints since beating weaving his way down the field them by 40-0 in 1973. until he crossed the goal line for the

They manhandled us in every phase of the game," said Wade Wil-son, the New Orleans quarterback, who threw for just 46 yards and was intercepted three times before being replaced by Mike Buck in the

third quarter. "When we fell behind, we had to play catch-up," he said. "That real-ly gave them the opportunity to explode, and they did." The Saints, who had a two-game division lead after a 5-0 start, have now lost four of their last five to fall

a game behind San Francisco. They avoided a shutout with 1:48 remaining when Buck threw a 6-yard touchdown pass to Floyd Turner. The extra point allowed Andersen to extend his consecutive-game scoring streak.

The 49ers set the tone of the game on the first play, when Ted Washington broke through from defensive tackle for the first of four sacks took the field, there was nothing I of Wilson. New Orleans could not

The next time the Saints got the ball, Hanks stepped in front of Eric Martin and intercepted Wilson. Hanks fell down after making the

first defensive touchdown of his three-year career.

Tim McDonald stopped Wilson'a best drive of the night, intercepting at the goal line after the Saints had driven to the 12-yard line. Then it was Hanks again, intercepting Wilson a second time and giving San Francisco possession at the New Orleans 22. Young connected with John Taylor for a touchdown on the next play. Young completed 14 of 21 for 205 yards to run his streak to 172 passes without an interception, a

club record. The 49ers added 14 more points to go up 28-0 on Young's 11-yard pass to Rice and Young'a 7-yard scoring run, culminating a drive in which he scrambled for 34 yards on three carries. The march also marked the re-

turn of Tom Rathman, the fullback who had been sidelined since suffering a shoulder separation in the season opener at Pittsburgh. Rathman had two carries for 28 yards. Marc Logan, who has played ably at fullback in Rathman's ab-

sence, had a 5-yard touchdown run in the third quarter.



Saints' defenders mobbed San Francisco's Brent Jones, but the 49ers still swamped New Orleans.

Taylor Resigns As England's Soccer Coach

on Tuesday gave English soccer what it demanded - his managerial head — and opened the way for a revolution in the game's national

hierarchy. Taylor's three-and-a-half year reign ended at noon when he faced Football Association officials and resigned, six days after the English team was eliminated from the 1994 World Cup competition. "If we did not qualify for the

World Cup finals it was always my intention to offer my resignation. Taylor said Tuesday. "I feel this is the appropriate course of action in the circumstances. Bert Millichip, the F.A. chairman,

immediately made plans to appoint a temporary manager for the March 9 friendly against Denmark, the European champion, at Wembley and the April 20 clash with Germany. defending World Cup champithe on, in Hamburg.

Don Howe, assistant to Bohby Robson when England reached the 1990 World Cup semifinals in Italy, is a leading candidate for that role.

It appeared that the F.A.'s long-LONDON - Graham Taylor term strategy would now be to adopt a two-uer system similar to that favored by a number of national teams

Page 23

Taylor's No. 2, Lawrie McMenemy, also resigned Tuesday. The pair had had little choice hut to step down after England's flicker-ing hopes of qualifying for the 1994 World Cup finals, to be played in the United States beginning in June, were extinguished in Bologna last Wednesday.

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But the timing of their departure was a surprise. Taylor's future had been expected to be discussed at a meeting of the F.A.'s International Committee next Tuesday.

But Taylor had set the resigna tion wheels in motion within 24 bours of the 7-1 victory over San Marino, a result rendered meaningless hy the Netherlands' 3-1 defeat of Poland the same night.

The Dutch joined Norway as qualifiers from the European group two, and Taylor knew he had to leave. He met the F.A. chief executive. Graham Kelly, within 24 hours of returning from Italy and spelled out his desire to step down. Kelly told him to think it over for a few days. But there was little chance that Taylor, who had six months remaining on his contract. would change his mind. Millichip confirmed that the ap-

pointment of a permanent manager was unlikely until well into next year and pledged "a revolution" at the F.A.

"I would like to think council members of the F.A. recognize this is the time we look at ourselves and say we need alterations." he said. Asked if that could mean a revolution in the constitution of the F.A., Millichip said: "That is probahly a good word — revolution is probably right." It was a hearthreaking decision

for Taylor, but clearly there was also a sense of relief.

"No one can grasp the depths of my personal disappointment at not qualifying," he said, referring to the 1994 World Cup.

Taylor, former manager of the English clubs Watford and Aston Villa, took over from Robson after the 1990 World Cup finals in Italy.

Will the Bulldog's Fall Give Rise to a New Breed of English Soccer?

ONDON - After the fall of England from World Cup contention comes the battle for the soul of its next generation of soccer players. Graham Taylor's resignation as team ma

was accepted on Tuesday. It was as inevitable as hunger following famine. A manager Rob Rob Hughes is responsible for results, England had

failed to reach the 24-nation World Cup in the United States in

1994, and Taylor's departure was automatic. He happens to be a decent human being, earnest to a fault, but promoted beyond his learning. He had neither played not operated in soccer outside England, and he failed to the end to acknowledge that the game beyond his island is a far-advanced technical and tactical science.

Understandably, he coveted the status of international manager, which he had worked toward for half his lifetime. He is 48, still with a decade in club management to go.

His pain Tuesday will ease into experience tomorrow, the £150,000 (\$220,500) salary he leaves will soon be compensated for, not least in televi-

SIDELINES

sion payment for a "fly on the wall" documentary he perhaps foolishly encouraged during what be anticipated would be the glory of qualification. Taylor was a man of modest playing ability, a tenacious defender. At club level, he rose above his own background to direct players better than he in skill, willing to be led by his bulldog spirit and disciplined organization

That, however, was his Achilles' heel. He put pragmatism before pleasure; a coach of limited ersonal vision, he mistrusted imagination on the higher international plane.

In three and a half years and 38 games, Taylor never quite grasped the foreign rhythms, the nuances and the politics of international management. He was weighted down by handicaps. First, that he had no previous experience. He often said it was a myth that the game abroad could be any differ-

ent, never mind better, than in England. But as the pressure mounted and the demands on his team multiplied, he lost this simple approach.

He attempted to change the pattern and the personnel with a restlessness that undermined stability. Taylor inkered by calling up 78 players and playing 59 of them. He shed experienced performers

the likes of Chris Waddle, Bryan Robson, Peter

NHL Standings

Beardsley and Gary Lineker --- on the basis of their Taylor who is accused and pilloried. He says he age rather than their usefulness to the team. can stand it. But Taylor hurts hadly. He talked

He has been deeply hurt by failure. He has sat before us defiant as the quarry before the press hounds. He has poured ont his heart, groped for the elusive clues. But he refused to say two things:

That England's structure, which puts clubs before country, ties the hands of any national manager. And that the coaching syllabus of his own employer, the English Football Association, was geared toward a coarse and primitive style of play that legislates against individual talent.

The crude doctrine of English soccer mistakes force for skill, confuses energy with talent and results at youth level for progress

ship in Australia, Peter Velappan, general secre-tary of the Asian Soccer Confederation, opined that he could not see the time when England (which bruised its way to third in that tournament) would return to the top levels of world soccer,

But the English blame anybody but themselves. Taylor squeated so hard when his team lost in the Netherlands last month that the match's German referee was struck off FIFA's lis Now England is out of the World Cup, and it is

before last week's final qualifier of his "dream" to take England to America. The dream required that England beat San Mari-no by seven goals in Bologna, and that the Dutch lose in Poland. In 8.3 seconds that dream was

destroyed. San Marino attacked from the kickoff, and England fell to the quickest goal in history. A San Marinese civil servant passed the ball from the center circle, A tradesman pushed it toward England's penalty area. And a computer clerk, Davide Gualtieri, 22, scored only the second

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SCOREBOARD HOCKEY FOOTBALL

2d German Swimmer Fails Dope Test

In March, at the World Under-20 Champion-

F.A. director of coaching and education, stabbed Taylor in the back. Hughes stated that Taylor's

Those three players are amateurs, part-timers of the world's fifth smallest republic. Their goal was greatly assisted by the ineptitude of Stuart Pearce, the English captain, a veteran of 55 international

England scored seven goals, but that was insuf-

oper of Nortolk, IL; John Tomorga of St. To-

id and Vince Moore, outfi

nded comiraci

PITTSBURGH

en cooch.

whether one scapegoat suffices, ficient. It was also academic, because Dennis

Rob Hughes is on the staff of The Times.

goal a San Marino team has ever netted.

matches, a highly paid professional. Pearce was caught between whether to pass back to his goalkeeper or clear the ball. And because his technique is lacking, because indecisiveness beset him, he woefully mishit the ball and Gualtieri nipped between Pearce and the keeper to score.

indecisiveness in selection and method compounded a lack of technique in the English players. True, But Hughes, the pompous man who has sold books and videos around the world and tells

everyone from Rostock to Rio that their way of playing is wrong, had no right to speak before Taylor's resignation.

Bergkamp, a player of true international quality,

technique and worldliness, scored twice in Poznan

In London on Monday, Charles Hughes, the

and the Dutch comfortably beat the Poles.

He did so because he is protecting his own back. and rush soccer" - is the closest to Taylor's own

style and instincts. It will be interesting to see

He is trying to sell the F.A. Council his package of recommendations - which includes unlimited teaching access by Hughes's coaches to 9-year-olds. But Charles Hughes, typical of English hierar-chy, disclaims any link between his coaching strategy and the national decline. Yet his dogma which he calls "direct play," threatening to sue those who describe it as the "long ball" or "kick

BONNIKA - A second German swit her in two days i a dope test and faces a possible two-year ban from the sport, a German

Swimming association official said Triesday. The official, Ralf Beckmann, said Steffen Smollich, a member of the gold-medal-winning breaststroke and backstroke relay teams this month at the European sprint championships in England, had been found to have excessively high levels of the banned stimulant caffeine. On Mon-day, the German association announced that Sylvia Gerasch, who won an individual gold medal in the championships, had tested positive for excessive levels of caffeine.

"We only have the result of the A-test so far but it shows a reading slightly over the limit," Beckmann said of Smollich's test. He said Smollich had "assured" him "categorically that he had not taken any substances with a view to enhancing performance."

Australia Names Davis Cup Team

LONDON (Reuters) - Richard Fromberg, as expected, has won a place in Australia's team for next week's Davis Cup final in preference to Jason Stoltenberg, the event's organizers, the International Tennis Federation, said Tuesday.

The ITF confirmed that Fromberg, who won both his singles matches in the quarterfinal against Italy, had been recalled for the Dec. 3-5 final against Germany in Düsseldorf on clay, his favorite surface. Fromberg lost his place to Stolteaberg in September's semifinal against India, which

Gas played on grass.
 Fromberg will join Wally Masur, a U.S. Open semifimalist, and Mark
 Woodforde and Todd Woodbridge, the Wimbledon doubles champions.
 The Gennan side for the final is unchanged, with Michael Stich, ranked
 second in the world, Marc Goeliner, Patrik Kuhnen and Carl-Uwe Steeb.

U.S. Says 4 Cubans Seek Asylum

SAN JUAN, Puerto Rico (AP) - A U.S. immigration official confirmed Tuesday that four Cuban athletes taking part in the Central American and Caribbean Games here have sought political asylum in the United States.

Two other Cuban athletes have disappeared from training sites for the championships, apparently to seek asylum. The latest was a shooting-team member, Ana Zulrik Santiago Diaz, 24, who was reported missing and removed from the list of competitors for her events on Monday. Robert Bowles, an assistant district director for the U.S. Immigration and Naturalization Service, said three requests for asylum were received Vancaever 2 0 2-3 First Period: T-Anderson 2 (Cultac, Eliett); (ps), V-Linder 13 (Courtnoll); V-Crown 2 (Circrboneou); T-Courtnoll); V-Crown 2 (Circrboneou); T-Kinderson 4 (Osborne Moccum), Taird Period: T-Gilmour 6 (Clark); T-Os-borne 4 (Eliett); (cn.), Stats or god: T (an McLeon) 10-6-7-21 V (an Potvini 10-15-14-37. and Naturalization Service, said these replaces for adjust when asked, onfirmed that two of them were the father-and-son members of the archery team, Alfonso Donate, 41, and Alfonso Donate Sotelo, 21. Earlier, the service confirmed that a diver, Roger Ramírez, 19, had songht asylum.

For the Record

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Julio César Chévez, Terry Norris and Michael Nunn will defend world boxing titles on Dec. 18 in Puebla, Mexico. The tripleheader came about because of a change in the date of Chévez's defense against Andy Multime of Britein and a site change in scheduled defenses by Norris and Holligan of H mn, a spi The Wim over the pro-Tuesday. Th nillion), up

a of Britain and a site change in scheduled detenses by Norris and a spokesman for promoter Don King said Monday. (AP)		
Windbledon tennis tournament's 1993 profits were up 16 percent e previous year, the English Lawn Tennis Association said y. The event made a profit after tax of £13.4 million (\$19.69), up from £11.5 million last year. (Reuters)	ORCHIDS Emonant for Eastern Brazilian LONDON ESCORT AGENCY CHEDIT CARES ACCEPTED	ARISTOCATS London Eccert Service 3 Scotting Street, London W1 Tet 071-258 0090 (3 LINES)
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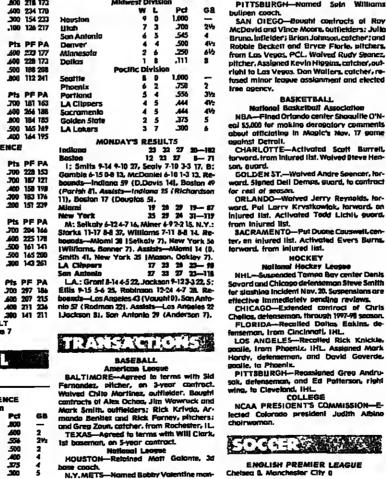
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The Grocery Bloc

OBSERVER

By Russell Baker N EW YORK — When history honors the role played by vict-nals in the annals of the Great Republic, let it be recorded that it was the fruit-and-veggie bloc that saved the White House's bacon when the North American Free compete with other nations' freely traded wheat and beef. Trade Agreement was in jeopardy at the Capitol.

To say that the president bought a victory with oranges, tomatoes and encumbers would be unkind to the Congressfolk of the garden and sunshir dicted that many patriotic Congresspersons would bravely risk bartering and buying of votes when their political careers "to do what a president wants something as they think is right."

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Justice compels us to concede that free-trade agreement. risking their political careers may have been what the fruit-and-veggie bloc were doing when they told the White House it could stick free trade much federal gravy that he will in its ear unless tomatoes, cucumbers and Florida orange juice were protected from foreign competition. The evidence, however, suggests news that one Texas vote may cost they were less interested in doing the Treasury \$1.4 billion for airwhat was right for the republic than in doing what was right for businesses that flourish in their districts, or to put it in plainer English, for themselves.

п Having been told for years by demographers and political analysts that the American farmer is as gone as the horse collar, I was astonished to learn from this event that it ain't so. The tomato farmer and the cucumber grower not only live, they also have power to make Congressmen force the president to excuse them from enjoying the blessings of free trade.

A cucumber lobby: Who would have guessed in? Could it have been founded by Representative J. J. (Jake) Pickle of Texas?

Not to be outdone in the grocery political competition, beef and wheat were also granted boons by the president. Representatives from wheat-producing areas and cattle zones had seemed strangely indifferent to statements that North American free trade would produce economic marvels.

Could it have been a rare case of Congressional unselfishness? Perhaps beef and wheat people were willing to sacrifice the benefits free trade would bring their constituents rather than vote against their

colleagues in organized labor, who feared free trade would finish them off. Not so, as it turned ont. Beef and wheat were merely waiting for Clinton to assure them that if they would just vote for free trade he would help them avoid having to

was instrumental in giving Clinton ie states. Clinton had pre- his free-trade agreement. There is nothing remarkable about such a president wants something as desperately as Clinton wants the

In close-run fights the politician who holds out until the last moment often may walk away with so need a tank train to get it all out of Washington. The current fight, for instance, has been garnished with planes the Pentagon doesn't want. The public usually pays the final

bill for these exercises, but an amazing exception occurred during the fight for the first Reagan tax cut in 1981. Then Democrats decided not to fight the big Reagan curs; instead they started competing with Repub-licans to make them even bigger.

Organized labor's disagreement is based on its rust-belt experience with industries that go abroad for cheap labor, leaving ruin and un-employment behind. Clinton's prediction that North

American free trade will invigorate the economy is the only reason be has given labor to love him. Concessions went to the grocery bloc, but not to the rust belt. Ironically, those concessions may result in raising grocery prices slightly for struggling rust-belt workers before the great economic revival begins. After showing he can get along without Jesse Jackson, the president has now shown he can get along without organized labor. With this rough treatment of old populist ele-ments of the Democratic Party, those who think something new is in

the wind now hail him as "a new Democrat." What is that? Seems a little like an old Republican.

50th Birthday Parties for Jim Morrison

They've just picked me to pla, the Prince of Denmark Poor Ophelia - Jim Morrison

By Mike Zwerin

International Herald Tribone DARIS - There are those who believe that Jim Morrison, the rock star, staged his own death to escape the cage of stardom. Dying at the same age, 27, as Brian Jones, Jimi Hendrix and Janis Joplin is somehow too conveniently dramatic to be true. Morrison, the poet and filmmaker, will be 50 on Dec. 8. It is fitting that the celebration is in Paris, where he came for solace and died. Anyway, everywhere, dead or alive, he is wanted.

It is estimated that more than 100,000 people a year visit his grave in Pere-La-chaise Cemetery. "Wilderness," a collection of his poems, has been reprinted nine times.

Wallace Fowlie, a critic, translater and professor of literature at Duke University, has written a book entitled "Rimband and Jim Morrison: The Rebel as Poet," slated for spring publication by Duke University Press. Morrison's poetry is part of the syllabus in several American universiti

Frank Lisciandro's photojournal "Jim Morrison: An Hour for Magic" (Plexus, London), including poems, essays and 150 photographs, has been revised and reis-sued for the occasion. He calls it a "let use tell you about a friend of mine sort of book." Black-and-white prints will be exhibited next month (along with photo-graphs of Morrison's grave by Michelle Campbell) at the FNAC book and record shop in Montparnasse, and color photos at FNAC on the Boulevard des Italiens. Lisciandro attended the UCLA film

school with Morrison. "We're celebrating Jim's creativity as poet and filmmaker," he said, "to counter the incomplete, superficial, sensational image popularized by re-cord companies and Oliver Stone's movie."

"Morrison was not the creation and product of Machiavellian Hollywood puppetcers," Robert Gover, author of the One Hundred Dollar Misunderstanding," writes in Lisciandro's book. "[Jun] was a poet of great promise and definitely his own man. . . . When manhandled by the emperor's troops, it seemed, he would rather be killed than humbled." Morrison

loved to get in the face of the police, who loved to bust him. Two of his films will be projected at the Max Linder theater at midnight on Dec. 4 and 5. Lisciandro edited both, photographed one and co-directed the other: "I was passing through Paris and some friends said, 'Let's have a little reading somewhere for his birthday.' It's gotten totally out of hand. I've been running around for months now." The actor John Philip Law will read



Some of the many faces of Morrison captured by Frank Lisciandro in his book "Jim Morrison: An Hour for Magic."

Morrison's poems at the Centre Georges Pompidou at 6 P. M. on Dec. 8. Lisciandro describes Morrison with great care and affection: "He decided not to be possessed by possessions. He did not own a car or a house. The only clothes he owned were on his back. I went shopping with him occasionally and he would take them off, leave them in the shop and walk out with a whole new set of clothes. "I still cannot get a grip on this phenome-

non about his grave. We used to drink beer together, now he's a demi-god to all these kids. They identify. When kids enter their early teens and read his poems, they say "This is about me." Reading Jim's poems is an active, not a passive, experience." The best action might be to run and listen to Bob Dylan.

Not to touch the earth Not to touch the sun Nothing left to do But run, run, run Let's run

met. Jim read Freud and Jung and ad-mired the poetry of Hart Crane. He read Morrison tells us to run, Dylan deals with what will happen when we run out of breath ("Like a Rolling Stone"). But who are we to argue with Wallace Fowlie? Can millions of

teenagers be wrong? Morrison was certainly photogenic, and it's his birthday. Morrison was caught up in the system. If you don't care about material posses-

With creative accounting, the money was slow to arrive during his lifetime. He was going to the studio, on tour, to rehearsals and press conferences; doing what record companies, managers and the other musicians wanted him to do. He came to consider himself a prisoner. It was said in the press that his looks were deteriorating —fans did not approve of the beard he grew (to be able to walk down the street annoticed) and the weight he put on. He was drinking a bottle of Courvoisier a day. Real poets are not badmouthed because of their appearance. He had to destroy the myth. Lisciandro loved and admired Morrison because he was a "caring person with ex-traordinary creativity and intellect. He was by far the best-read person I'd ever

the Beat writers. He was a good friend of Michael McClure, he knew Allen Ginsberg. Kerouac's 'On The Road' was a breakaway book for him. He had the kind of mind that could absorb, understand and remember. I envied it. He'd buy 20 in-between. magazines at a newsstand because he said he could get 'a review of America' just by turning the pages. He'd talk about farmers in lowa, about a steel mill closing down in Pittsburgh. He loved to discover things."

sions and you are not on a power imp, what are the advantages of stardom? He came to Paris because he considered himself a writer and there's a tradition of American writers in Paris. He sent a letter to his accountant asking how long he could live in Paris on the money that he had: "Pamela this wifel and I would like to stay indefinitely." The letter arrived on July 2, 1971, the day before he died. Lisciandro had never been crazy about The Doors. He preferred to listen to Dylan or Thelonious Monk, people who were, unlike Jim, complete professionals who in-vested everything in their music. Morrison came to music through poetry. He wrote his first poem at the age of 14. Music was a means. He never took it seriously. He had no musical self-confidence. At the beginning he was so ashamed of his voice that he performed with his back to the audience;

An interesting singer at best — a screau or a sick croon. Nothing

A Doors "tribute band" called The Soft Parade will play a birthday concert at La Cigale on Dec. 8: "The lead singer studied Morrison for two years before he sang a note," Lisciandro said. "They're an exact replica, it's scary."

performances. The school maintains that the president's daughter is being treated like the other dancers, so there's no way to find out what night she's on. William Kennedy Smith pleaded

PEOPLE

An AIDS charity beaded by

Pierre Berge, the head of the Yves

Saint Laurent fashion empire, is

urging a boycott of Benetion prod-

ucts in the latest outery against a

Benetton advertising campaign.

The campaign, using photographs of tattoos that say "HIV Positive."

has already inspired lawsuits by

French, Italian and British govern-

mental groups. The protest ad from Arcat Sida, a French non-

profit organization with many

members who work at fashion com-

panies, features a photograph of a condom stuffed full of currencies

from various countries, and the tag

You have a one-in-four chance of catching Chelsea Chaton in the Washington Baller's "Nutcracker."

Chelses, a student at the Washing-

ton School of Ballet, is one of four

playing the Favorite Aunt in 18

line "United boycott."

Pierre Bergé Group Takes On Benetton Ads

no contest to accusations be punched a bouncer outside a Wash-ington-area bar and has agreed to provide 100 hours of medical care at a community clinic in Chicago.

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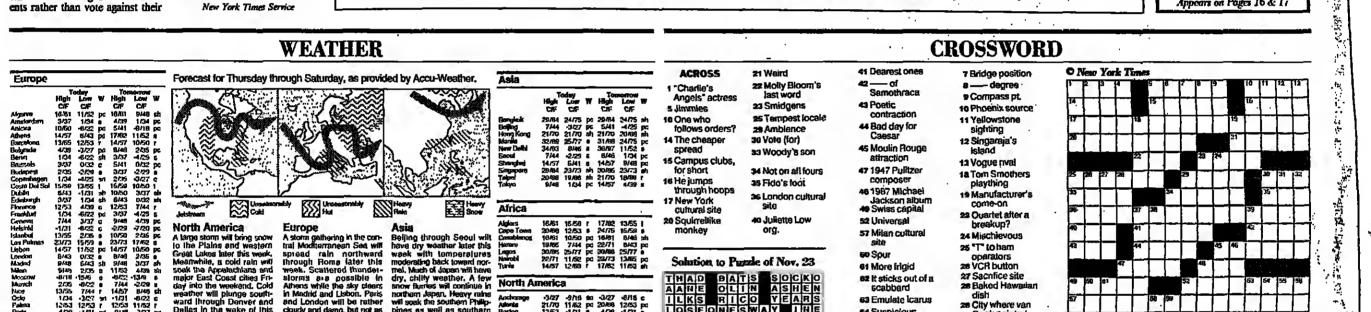
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Zsa Zsa Gabor donated 100 Thanksgiving turkeys to a women's homeless shelter she became associated with while serving a 120hour community service sentence for slapping a Beverly Hills police officer in 1990.

Giager Rogers returned to the Craterian Theatre, in Medford, Oregon, a stage she first graced in 1926, when she was a 14-year-old member of a vaudeville troupe. Rogers appeared at a fund-raiser by a group that wants to raise \$2.9 million to turn the 69-year-old theater into a performing arts center. Rogers was serenaded by a male chorus and took questions from the invitation-only audience.

INTERNATIONAL CLASSIFIED Appears on Pages 16 & 17



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